

Director of Development & Communications

\$110,000 to \$120,000 dollars (BOE) • Full Time • Exempt • In Person • Chicago, IL

Green City Market (GCM) is seeking an experienced fundraising leader to secure our 3.5 million dollar annual budget and grow long-term philanthropic support. This is a senior fundraising role focused on major gifts, institutional giving, sponsorships, and revenue strategy.

Because this is a senior fundraising position, we are seeking candidates with a strong track record in major gifts, institutional funding, and donor strategy.

Green City Market is a nonprofit building a resilient local food system through farmer support, edible education, and food access for all. We work with small and sustainable farmers, chefs, educators, and neighbors across Chicago to increase access to fresh, locally grown food and strengthen the region's agricultural economy.

What You Will Do

- Lead a fundraising strategy that secures at least 3.5 million dollars annually.
- Manage a portfolio of donors and funders capable of making five and six figure gifts.
- Identify, cultivate, solicit, and steward major donors and institutional funders.
- Oversee foundation and corporate grants from proposal through reporting.
- Align donor messaging with fundraising strategy in partnership with the Executive Director.
- Guide donor-centered storytelling with support from the Development and Communications team.
- Lead revenue-generating events, including Chef BBQ and seasonal fundraising initiatives.
- Support planning and pipeline development for future capital or growth campaigns.

Fundraising Messaging and Narrative Alignment

- Align organizational messaging with fundraising priorities.
- Ensure donor-facing storytelling strengthens case-for-support and major giving.
- Partner with staff to implement consistent, donor-centered messaging.

What You Bring

- Strong track record in major gifts, institutional funding, and donor strategy.
- Proven success securing five and six figure gifts.
- Experience managing donor portfolios tied to multi-million dollar goals.
- Experience with capital or growth campaigns.
- Ability to lead and support a development team.
- Experience in food systems, agriculture, culinary fields, or community-based organizations is a plus.

Location

In person in Chicago.

Regular presence at markets, events, and the office is required.

Relocation assistance is not provided.

Compensation & Benefits

- Salary range: \$110,000 to \$120,000 BOE
- Medical, dental, vision
- 401k with match
- Generous PTO
- Year-end closure
- Mobile stipend and professional development

How to Apply

- Follow link for application and to upload your resume
<https://forms.gle/49HtdaXCufWs4ENt5>