

We're Hiring!

Director of Development



Location

Pike Place Market, Seattle, WA (Hybrid)

Starting Salary Range

\$125,000 - \$150,000

Reports to

Executive Director

Search Timeline

Applications received by **October 5** will be given full consideration. Interviews scheduled to begin late September.

Anticipated Start Date

November 2026

[APPLICATION LINK](#)

[RECOMMEND SOMEONE](#)

Every day at Pike Place Market, a senior shares a hot meal with friends, a child starts preschool steps from the produce stalls, a neighbor receives care at the health clinic or essentials from the food bank, and a farmer who has sold here for decades keeps the family land in production. The Pike Place Market Foundation (PPMF) helps make that possible, funding the services and providing connections that help the people who live, work, and create in the Market live fuller, more stable lives in the heart of the city.

The Foundation is at a pivotal moment. PPMF just closed its strongest year of impact to date, including significant grants to support Market farmers following the 2025 floods. As it defines its next chapter, a new Executive Director brings deep philanthropic connections and a strategic, data-driven mindset; the Board has capacity and appetite for growth; and the dedicated Development team is ready to build.

As Director of Development, you'll shape PPMF's fundraising strategy, build and lead a high-performing team, and carry your own major donor relationships, growing the sustained partnerships that keep these services strong. If you bring fundraising experience and a strategic mind, and you want your work to make a visible difference in one of Seattle's most vibrant, beloved communities, read on and apply for this role.

ABOUT THE FOUNDATION

Most people who come to Pike Place Market know it for the fish, the flowers, and the view over Elliott Bay. Fewer realize that behind the market stalls is a neighborhood — senior housing tucked above the storefronts, and a village of farmers, artists, residents, and longtime neighbors who call this place home. The [Pike Place Market Foundation](#) exists because of this community. Since 1982, following a decades-long fight to save the Market from the wrecking ball, the Foundation has funded and operated essential services that nurture a thriving community where everyone can live their best possible life: healthcare, food access, childcare and early learning, senior services, and emergency assistance for the people who live, work, learn, and create here.

MEET THE PIKE PLACE MARKET COMMUNITY



Our work is guided by a model for a healthy community, recognizing that people's needs are connected. Food, housing, healthcare, childcare, economic stability, and social connection all shape a person's ability to live well.

In 2025, the PPMF contributed \$1.5M in financial support to our 5 Legacy Partners: the [Pike Market Food Bank](#); [Pike Market Childcare & Preschool](#); [Neighborcare Health at Pike Place Market](#); [Pike Market Senior Center](#); and [Providence Heritage House at the Market](#).

In addition to supporting our agency partners in the neighborhood, the Pike Place Market Foundation also delivers impact through direct services at our street front community resource center, [The Market Commons](#). We also support the needs of our neighbors through programs such as food access, safety net grants and grants to individuals and small businesses. We also continue to support our farmers through the Farm Fund following the 2025 floods.

The PPMF currently has a committed staff of 14 and 19 board members. We aim to raise \$5.5M next year to support our mission and the community we serve.

WORKING AT PIKE PLACE MARKET FOUNDATION



It is very special to work every day to help improve the lives of the people at the center of the market - the farmers, merchants, buskers, senior residents, food bank visitors - who make Pike Place Market a beloved community. Walk the Market, and you will see the positive impact of your work. You become immersed in a caring community where humanity, connection, and mutual support come to life.

You will work just above the fish and flowers. Walk the well-worn timber stairs to the Foundation home, perched above the Atrium and bathed in light, and you will find a welcoming fundraising team focused on serving others and creating a thriving community. A five-minute walk takes you to the Market Commons, where additional team members greet community members, providing connections and resources to serve their needs.

You will find an organization committed to creating an environment of support, trust and purpose. You will learn, contribute, grow, and build meaningful relationships with colleagues, donors, partners, and the Market community.

OUR COMMITMENT TO EQUITY



At Pike Place Market Foundation, we believe a thriving community is built when people feel welcomed, respected, and valued for who they are. We are committed to fostering a workplace where diverse perspectives, experiences, and identities are recognized as strengths.

We actively work to create an environment of inclusion, belonging, and mutual respect. We welcome people of all backgrounds and do not discriminate on the basis of race, ethnicity, nationality, religion, age, disability, sex, gender, gender identity or expression, sexual orientation, veteran status, or any other protected status.



We know this work is ongoing. We are committed to listening, learning, and growing as we build a stronger organization and a stronger Market community together.

THE JOB OPPORTUNITY

The Director of Development will plan and deliver upon a robust revenue strategy with a total fundraising goal of about \$5.5M. A key member of the senior leadership team, they will report to the Executive Director, hire two senior Officer positions, and lead a team of 7. They will approach fundraising as a shared endeavor, built on sustained relationships, community needs and core values rather than transactional gifts. More specifically, the Director of Development will:

LEAD DEVELOPMENT STRATEGY AND REVENUE GROWTH

- Develop and execute a comprehensive fund development strategy — spanning annual giving, major and planned gifts, grants, corporate partnerships, and events — that drives sustained revenue growth across all portfolios.
- Own the Development department's budget, optimizing resource allocation across strategies and tactics to maximize philanthropic return.
- Partner with program staff to translate emerging community needs into compelling funding opportunities that align donor interests with mission priorities.
- Serve as a member of the senior leadership team, contributing to organizational planning and cross-functional decisions.

GROW AND LEAD THE DEVELOPMENT TEAM

- Build, coach, and lead a diverse development team, setting clear goals, investing in professional growth, and fostering a culture of accountability and continuous improvement.
- Help to hire, onboard, and supervise two new gift officers, namely a major donor gift officer and a mid-level gift officer, as early as possible in the development director's tenure.
- Oversee Development operations — including CRM systems, gift processing, and data reporting — and manage contract resources such as the team's grant writer, while personally leading strategy and writing on complex, high-priority proposals.
- Create alignment across fundraising functions and with partners across the organization to ensure a cohesive, values-centered donor experience.
- Navigate performance management directly and honestly, providing regular feedback and addressing issues in a timely, respectful manner.

DRIVE MAJOR DONOR AND COMMUNITY ENGAGEMENT

- Personally manage a portfolio of major donors, prospects, and institutional partners, advancing major-gift, leadership-giving, and planned-giving opportunities.
- Partner with the Executive Director and Board to cultivate, solicit, and steward significant gifts, including six-figure and transformational investments.
- Serve as staff lead on the Board's revenue development committee, guiding fundraising focus and building a culture of philanthropy with the Board as active partners.
- Oversee donor communications — appeals, campaign narratives, and impact stories — in partnership with the communications lead, personally leading content creation, as needed.
- Serve as a visible, respected ambassador for the Foundation within the Market ecosystem and Seattle philanthropic community.

THE DEVELOPMENT LEADER WE SEEK

We're looking for an **experienced fundraising leader** who will be genuinely energized by being part of the Pike Place Market Foundation community and eager to help it thrive. The ideal candidate is a confident, collaborative leader who thrives on **building strong donor relationships, developing high-performing teams, and partnering closely with the Executive Director and Board** to advance ambitious fundraising goals. They bring both the strategic vision to set a compelling development strategy and the hands-on skill to execute it; they are equally comfortable closing a major gift, coaching a team member, or standing before the Board.

This person brings

- Extensive senior-level fundraising leadership experience, with a track record of building diverse, sustainable fundraising plans and meeting ambitious, multi-year goals.
- A track record of personally cultivating and closing major gifts, ideally in the six figures, and managing a robust donor portfolio.
- Experience building and leading high-performing fundraising teams, with a genuine commitment to inclusive leadership and creating a culture where people from different backgrounds can do their best work.
- Skilled at partnering with, and coaching as needed, executive leadership, Board members, and staff, including navigating differing perspectives and group dynamics with poise.
- Strong financial acumen, including budgeting, forecasting, and resource planning for the organization's budget.
- A data-driven approach to fundraising strategy — using donor insights and performance metrics to shape decisions — paired with fluency in donor CRM systems and fundraising technology.
- Excellent communication skills, with proven success crafting compelling appeals, campaign narratives, and donor communications.
- Comfort leading through change and ambiguity while maintaining fundraising momentum, exercising sound judgment in complex, fast-moving situations.

Also valuable, though not required

- Experience with capital or endowment campaigns, planned giving, or other major growth initiatives.
- Established relationships within the Seattle philanthropic community and familiarity with the Pacific Northwest civic and nonprofit sector.
- Background in human services, food access, healthcare, or related community impact work.

COMPENSATION AND BENEFITS

The hiring range for this position is \$125,000 – \$150,000 annually, depending on experience and skills. Placement within the range is based on factors such as relevant experience, knowledge, skills, and internal equity. Pike Place Market Foundation is committed to equitable and transparent compensation practices and conducts regular reviews to ensure alignment across the organization.

This is a full-time position requiring occasional weekend and evening work to run or attend meetings or events. The Director of Development should plan to work from the Foundation office 3 to 4 days a week and will frequently need to meet with partners or donors in person at the Market or in other locations in the general area.

At Pike Place Market Foundation, we care about supporting the well-being of our team both at work and beyond. We offer a comprehensive benefits package for eligible employees, including:

- Employer-paid medical, dental, and vision coverage
- Employer-paid life insurance and short- and long-term disability coverage
- Employee Assistance Program (counseling, wellness, legal, financial, and family care resources)
- Flexible Spending Accounts for healthcare and dependent care
- Voluntary supplemental coverage options
- Orca card and onsite parking
- Generous paid time off and holidays
- 403(b) retirement savings plan





TO APPLY

Apply here: <https://cloversearchworks.hire.trakstar.com/jobs/fk0ztn8>

Online applications only, please no email or paper submissions. You will be asked to upload a cover letter and resume. In your cover letter, please describe how your experience and skills are a fit with PPMF's mission and goals as described in this announcement.

Applications received by Monday, October 5, 2026 will be given full consideration. All applications will be acknowledged via an email receipt and reviewed as soon as they are received, so early applications are encouraged. Phone and virtual interviewing is anticipated to begin in late September and go into October. In-person final interviews are expected to take place in November.

Questions regarding this opportunity are welcomed and can be directed to Emily Anthony, emily@cloversearchworks.com.



Clover Search Works supports leadership searches for nonprofit organizations whose missions strengthen communities. Clover is honored to be partnering with the Pike Place Market Foundation.