

Executive Director – AACORN

Galesburg, MI • \$80K–\$120K • On-Site

AACORN is looking for a **dynamic, relationship-driven Executive Director** who loves connecting with people, inspires generosity, and can turn mission into momentum. If you thrive in major donor fundraising, community engagement, and leading with purpose, this role is built for you.

As our Executive Director, you'll oversee a small staff at the farm and be AACORN's chief ambassador in the community. You will be an advocate for our participants with intellectual and developmental differences. You will also partner with the Board to grow philanthropic support, strengthen community relationships, and guide the organization's strategic direction. Fundraising, especially major gifts, is a central focus of this position.

What You'll Lead

- Major donor engagement and high-capacity relationship building
- Growth of individual giving and donor stewardship
- Corporate, foundation, and government funding relationships
- Oversight of staff roles, development, and inclusive culture building
- Community visibility, partnerships, and public representation
- Organizational leadership, strategic planning, and financial oversight
- Oversight of AACORN's farm property and major capital projects

Ideal Candidate

We're looking for a leader who is:

- A confident, authentic relationship-builder
- Skilled at engaging and soliciting high-net-worth individuals
- A natural networker who builds trust and meaningful community connections
- A compelling communicator of mission and impact
- Collaborative, ethical, and consistent in leadership

Qualifications

- Demonstrated success in major gift fundraising
- Experience managing donor relationships
- Strong interpersonal and communication skills
- Effective use of technology for organizational efficiency
- Experience working with or reporting to a Board of Directors

- Leadership experience in a nonprofit or related setting

Preferred:

- Experience partnering with board members on fundraising
- Familiarity with donor tracking systems
- Experience working with individuals with intellectual and developmental differences

Compensation

\$80,000–\$120,000, based on experience

Optional performance incentive tied to fundraising outcomes

Join Us

If you are energized by building relationships, inspired by mission-driven work, and ready to lead AACORN into its next phase of growth, we'd love to hear from you. Learn more about AACORN at <https://aacorncommunity.org>

To Apply

Interested candidates should submit a resume and cover letter to **aacorn.ed@gmail.com** by August 15, 2026.

A background check will be conducted on final candidates.