

EXECUTIVE DIRECTOR - WISCONSIN FFA FOUNDATION

Location: Madison, WI (1241 John Q. Hammons Drive) with hybrid options

Job Type: Full-time, Exempt

Reports to: WI FFA Foundation Board President

Closing Date: October 2, 2026

The Wisconsin FFA Foundation, Inc., is seeking a dynamic and forward-thinking Executive Director to lead our organization into its next era of impact and growth.

The Foundation supports over 28,000 FFA members across the state through partnership with the Wisconsin Association of FFA, the Wisconsin FFA Center, the Wisconsin Association of Agricultural Educators, and the Wisconsin FFA Alumni & Supporters.

The Executive Director provides strategic and operational leadership for the Foundation, advancing its vision to expand access to agricultural education and FFA for students across Wisconsin.

The Executive Director leads the Foundation's fundraising and development efforts, builds and stewards relationships with donors, corporate partners and other stakeholders, oversees Foundation operations and staff, and works closely with the Board of Directors to achieve the organization's strategic and financial goals.

The Executive Director partners with the Board in developing and implementing strategic plans and annual budgets while having the day-to-day autonomy to make decisions and lead the organization within established priorities and policies. The Executive Director also serves as a key ambassador for the Foundation and its mission.

Job Responsibilities:

Fundraising & Revenue Development: Provide strategic leadership for fundraising (corporate and individual giving, grants, endowment growth, and Foundation fundraisers) in partnership with the Development Officer, personally engaging major donors to help close key gifts and working to meet annual revenue goals.

Grants, Scholarships & Fund Disbursement: Oversee the full cycle of the Foundation's giving, including grants, scholarships, and other disbursements.

Financial Management: Manage the Foundation's budget, cash flow, bill payment, audits, and tax filings, providing the Board with regular financial reporting.

Relationship & Partnership Management: Build and steward relationships with Team Ag Ed partners, business and industry, donors, and the general public.

Staff Leadership: Lead and support a three-person staff team, delegating clearly to build a collaborative, high-functioning operation.

Board Relations & Governance: Serve as the primary liaison between the Board and staff, keeping the Board informed and ensuring its directives are carried out effectively.

Nonprofit Governance & Compliance: Maintain the Foundation's 501(c)(3) status and ensure compliance with all applicable legal and regulatory requirements.

Required Qualifications:

- A bachelor's degree in agriculture, business, communications, or a closely related field, or equivalent professional experience.
- 5+ years of leadership experience in nonprofit or business management, program oversight, financial management, and/or stakeholder relations.
- Experience in fundraising, development, donor relations, sales, marketing, business development, or another relationship-driven revenue function.
- Ability to travel up to 25% of the time (same-day) with occasional overnight travel.
- Highly organized with strong project management skills.
- Excellent written and verbal communication skills.
- Must possess a valid driver's license and proof of current motor vehicle insurance.
- Must have a passion for agriculture and youth development.

Preferred Qualifications:

- Experience supervising direct reports, including remote supervision.
- Demonstrated experience working collaboratively with a governing board and volunteer leaders.
- Operational experience spanning human resources, finance, technology, and administration.
- Experience with endowed gifts, corporate partnerships, sponsorships, grants or other development programs.
- Strong relationship-building skills with donors, partners, stakeholders, and volunteers.

Compensation: \$75,000 – \$100,000 base salary, commensurate with experience. Salary and compensation reviewed annually based on performance evaluation.

Benefits: Cell phone reimbursement, simple IRA match, holiday pay, managed time off, Health Reimbursement Account

Employment is contingent on the completion of a background check.

If interested in this position, please email a cover letter and resume to Kelly Wilfert, Wisconsin FFA Foundation Board President at kellytwilfert@gmail.com. Please include "Executive Director Application – [Your Name]" in the subject line. For more information or questions, please email Kelly or call 920-323-7865.

The Wisconsin FFA Foundation, Inc. is an equal opportunity employer and any information collected is solely to verify identity and determine suitability for the position.