The Opportunity

When you support Girls Inc., you are telling a girl that she has someone in her corner who believes in her strengths and abilities. You are investing in her future.

As the Chief Development Officer, you have the exciting opportunity to build and lead the comprehensive development effort supporting the mission, vision, and advancement of whole girl development. The ideal candidate will be well-versed in all facets of development, including individual giving, planned giving, cause marketing, corporate giving, foundation relations, and special events.

The disciplined approach to financial management is a hallmark of Girls Inc. In fact, Charity Navigator consistently ranks them 95.52 out of 100 points. The incoming CDO will continue the positive momentum, and have a significant and meaningful impact on the next generation of girls.

The need is great. The time is now.
The Role

Reporting to the President/CEO, the Chief Development Officer will set high standards and lead, develop, and direct a comprehensive and integrated fund development plan to secure unrestricted and restricted contributed income to advance the vision, mission, business plan, and annual goals of Girls Inc.

- Motivate, mentor and manage a team of eight, including the Director of Strategic Investments, Director of Cause Related Marketing, Director of Special Events, Director of Individual Giving and Corporate Partnerships, and other staff as appropriate.
- Monitor philanthropic trends and develop short- and long-term fundraising strategies aimed at maximizing contributed income from individuals, foundations, corporations, and government agencies, as appropriate.
- Maintain a personal portfolio and identify, cultivate, solicit, and steward individual gifts.
- Create a vision to increase annual giving levels to exceed $17 million and grow to $20 million.
- Coordinate all fund development programs within Girls Inc., including major gifts and planned giving, annual fund (direct mail and affinity group strategies, e.g. Directors Circle), special events (celebration luncheons and other events), cause related marketing, institutional giving/grants, and capital and asset building campaigns.
- Work closely with the President/CEO, COO, CFO, and department heads to assess fundraising needs as determined by business plan goals, operating needs, and annual plan priorities. Prepare, with President/CEO, COO, and CFO, the annual income plan for unrestricted and temporarily restricted funds.
- Collaborate with all development directors to develop annual fundraising budgets and to prepare and monitor income projections, progress reports, and long-range/business plan forecasts and keep all data management systems and fundraising records up-to-date.
- Provide staff leadership to the Philanthropic Oversight Committee, serve as a staff adviser regarding income forecasts to the Fiscal Oversight Committee, and serve on other board and staff task groups as appropriate.
- Work closely with the Communications Department to develop and publish fundraising-related materials (annual report, newsletters, brochures, website content) and activities including special events, honorees and spokespersons, cultivation, and marketing opportunities.
- Provide support to President/CEO in developing, with appropriate staff and volunteers, an overall approach to fundraising as relates to Girls Inc. affiliates.
- Participate as a member of the Girls Inc. management team, communicating the fund development goals and objectives, and seeking opportunities for synergy with other organizational strategies to advance the Girls Inc. vision and mission.
**Required Qualifications**

- Ten or more years of experience, or equivalent, in diversified fundraising with demonstrated experience in strategic philanthropy, marketing, major and capital gifts solicitation, donor stewardship, long-range fund development planning, and proposal development and presentation.
- Bachelor’s degree required; advanced degree preferred.
- Strong interpersonal and leadership skills, with the ability to create and sustain strong working relationships with donors, Board members, and staff.
- Demonstrated success in a leadership role and the ability to serve as an articulate and compelling spokesperson for the Organization.
- Excellent written and oral communication skills, and exceptional organizational skills

Girls Inc. is an equal opportunity employer.

**Send Nominations or Cover Letter and Resume to:**
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