



Inspiring all girls
to be strong,
smart, and bold

Girls Inc. National in New York, NY is looking for an exceptional Chief Development Officer



Who is Girls Inc.?

Girls Inc. is a network of local organizations that works with schools and in communities across the United States and Canada. Through direct service and advocacy we equip girls – particularly girls from low-income communities and girls of color – with the knowledge and skills to effect positive changes in their lives and to become leaders who will change the world. The combination of **long-lasting mentoring relationships**, a **pro-girl environment**, and **evidence-based programming** prepares girls to navigate gender, economic, and social barriers, and grow up **healthy, educated,** and **independent**. Informed by girls and their families, Girls Inc. also advocates for legislation and policies to increase opportunities and rights for all girls.

The Opportunity

Reporting to Stephanie Hull, President and CEO, the Chief Development Officer (CDO), will **inspire and lead a team of nine**, strategically lead a comprehensive development effort inclusive of major gifts, planned gifts, annual fund, corporate and foundation relations, and special events. The CDO will be well-versed in donor portfolio management and partner with the CEO to identify, solicit, and steward major and legacy donors, including the Board of Directors. **A key priority of the incoming CDO will be to raise philanthropic giving from major donors.**

Last year Girls Inc. raised between \$15-17M annually. The goal for 2022-2023 is \$16M. They host two signature events, one in Los Angeles and one in New York City, raising a combined \$1.5M annually.

The network of local Girls Inc. nonprofit organizations serves girls ages 5-18 at more than 1,500 sites in 350 cities and 76 affiliates across the United States and Canada. Their **evidence-based programming** is delivered by **trained professionals** who focus on the development of the whole girl, supporting, mentoring, and guiding girls in an affirming, **pro-girl environment**. Girls learn to value their whole selves, discover and develop their inherent strengths, and receive the support they need to navigate the challenges they face.

Girls Inc. girls live healthy and active lifestyles and are less likely to engage in risky behavior; they are eager to learn, successful in school, and more likely to graduate from post-secondary education; and they display diligence, perseverance, and resilience.

The Role

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.

The minimum salary for this position is \$165,000.

Responsibilities

- Motivate, mentor, and manage a team of nine.
- 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 \$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 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 the President/CEO in developing, with appropriate staff and volunteers, and overall approach to fundraising as it relates to Girls Inc. affiliates.
- Participate as a member of the Girls Inc. senior leadership 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 capitol 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:

Lisa Vuona, Managing Partner

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