



BOYS & GIRLS CLUB
OF COLLIER COUNTY

Title:	Chief Development Officer
Reports To:	President & Chief Executive Officer
Salary Range:	\$110,000 - \$130,000 annual salary <i>see compensation section below for more information</i>

Job Summary

Boys & Girls Club of Collier County (BGCCC) seeks a Chief Development Officer (CDO) to build, develop and manage a comprehensive and ambitious fundraising program and departmental operations. The CDO develops and propels BGCCC's critical fundraising strategies for growth while furthering a vibrant, innovative, and inclusive organization.

The Chief Development Officer will develop and implement an overall strategy for fundraising, especially as Boys & Girls Club of Collier County adapts its programs, structure, and growth plan to navigate the evolving needs of the community—and a changing philanthropic environment—as we emerge from the pandemic.

Reporting directly to the President and Chief Executive Officer, the CDO will set the vision and strategy for all annual development activities, including individual donors, foundations, events, planned gifts, direct mail, and online contributions, *with a specific emphasis on major gifts*. This means implementing a vision of Development that will provide additional unrestricted contributions; serve more community members; initiate growth; and sustain a relationship- and people-centered organization.

The CDO will serve on the organization's highly collaborative, executive leadership team and will also build, strengthen, and manage the Development team.

This is a unique fundraising position responsible for maintaining and growing revenue, as well as a leadership position with the ability to influence organizational strategy and culture.

Key Responsibilities

Development Planning and Strategy

- **Build and strengthen a robust, diverse, and inclusive individual, major gift program.**
- Develop a comprehensive annual development plan and implement fundraising strategies that serve the organization's fiscal year goals and strategic plan.
- Expand and oversee funding sources, including fundraising campaigns for foundations, government, corporate sponsorships, and new business initiatives.
- Personally identify, cultivate, and solicit major individual and institutional gifts.
- Evaluate the fundraising activities annually to ensure quality, productivity and relevance towards meeting goals.
- Re-launch the organization's endowment campaign and increase planned giving.



Organizational Leadership

- Advise the CEO on relationship building and high priority fundraising opportunities, ensuring that the CEO's time is meaningfully engaged in fundraising and donor cultivation.

Collaborate with the Board of Directors, providing accurate fundraising updates and forecasts, and offering sound thought leadership on key, organizational priorities.

- Serve on and manage the Development Committee; collaborate with the CEO on Board stewardship.

Team Management

- Provide leadership to the development department, including overseeing the department budget.
- Develop a dashboard of clear goals for each member of the Development team that will serve as a roadmap for achieving the overall goal.
- Inspire a rigorous yet innovative culture for overall fundraising initiatives and strategically grow, recruit, mentor and motivate a strong team.

Experience & Qualifications

The successful candidate will bring 5+ years of leadership and demonstrated successful fundraising experience. They will have exceptional major gift fundraising and relationship building skills, as well as a demonstrated ability to use data to set strategic priorities and achieve ambitious goals.

Key experience includes:

- Demonstrated track record of building and growing a fundraising program, including cultivating major gifts and securing corporate, foundation, and government funding.
- A highly skilled and knowledgeable fundraiser, current on funding trends, activities, and techniques.
- Experience working in close partnership with and advising a CEO/Executive Director on fundraising activities.
- Ability to collaborate with fellow senior leaders on high-level organizational priority-setting and decision-making.
- A strong, capable, inclusive, and transformative manager and leader able to build, motivate, develop, and inspire a team.

Additional Qualifications

As a person you are:

- A passionate and high-energy fundraiser— you love building connections through donor cultivation and bring versatile development knowledge and skillsets.



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- A highly organized and self-motivated leader — you have a track record of measurable successes and have built effective systems that advance individual and collective goals.
 - A compassionate and results-oriented manager — you enjoy mentoring and developing direct reports and are skilled in motivating a team to outcomes.
 - A collaborative team player — you are eager to support your colleagues across all levels of the organization and offer your expertise and insights to achieve shared goals.

A mission and values driven individual— you believe in the power of community to transform the lives of children and are committed to creating inclusive and empowering spaces for all.

Education

Bachelor's degree required. CFRE certification preferred.

Compensation

\$100,000-\$130,000 commensurate with experience. Benefits include health, dental, vision insurance; retirement plan with company match; vacation, personal, and holiday paid leave; flexible schedule; company-provided laptop and related equipment to support remote work.

To Apply

Qualified interested candidates will send resume and **MUST INCLUDE** salary requirements to the Human Resources Dept. at hr@bgccc.com.

Disclaimer

The information presented indicates the general nature and level of work expected of employees in this classification. It is not designed to contain, nor is it to be interpreted as, a comprehensive inventory of all duties, responsibilities, qualifications and objectives required of employees assigned to this job.

EOE/DFWP/SFWP