

## **Chief Philanthropy Officer**

We at Collaboratory are committed to coordinating the solving of Southwest Florida's major social problems by 2040. That's our mission.

Collaboratory is a community foundation, a public charity, founded in 1976, with an evolving mission. We believe strongly in the traditional work we do, but we are also committed to making a deeper impact - going to the root cause of the social issues plaguing our region and changing systems. Much like the last 47 years have shown us, we cannot solve these issues in silos. In our effort to coordinate the solving of our region's social problems by 2040, we are bringing people together - leaders, local workers, involved community members, and impacted residents - to coordinate the solving of these important issues. Collaboratory is coordinating this effort, with feedback loops and the use of state and local data. This effort is fluid and ongoing.

**Our ongoing success is critically dependent on building a community of forward-thinking investors, locally and nationally, who are serious about solving real-world problems during our lifetimes. Our Chief Philanthropy and Communication Officer will lead this effort. It involves managing philanthropic systems involving time and money to build a sustainable system of social change.**

Reporting directly to the President and CEO, Dawn Belamarich, the Chief Philanthropy Officer (CPO) will manage a department with a portfolio of major gift prospects, donors and funders to be charged with identifying, cultivating, soliciting, and stewarding prospects and donors in the Southwest Florida counties of Lee, Collier, Charlotte, Hendry, and Glades, and beyond. The CPO will leverage regional impact to

pipeline for national donors and funding opportunities. The CPO will work closely with the CEO, executive team, and trustees to implement a donor-centric model of philanthropy where donor interests are matched with community needs and system change objectives through a suite of services including unrestricted funds, donor-advised funds, field of interest funds, organizational affiliations, planned giving, and grants and contracts from local, regional and national funders. The CPO will also help develop strategies for outreach programs and events in Southwest Florida that align with the fundraising strategy. The CPO will need a concrete understanding of how to bridge traditional fundraising efforts to new ways of giving and to scale resources to achieve the long-term vision.

### **Essential Functions of the CPO**

- Strengthen and sustain a sophisticated fundraising strategy consistent with Collaboratory's mission and values and in pursuit of the mission of solving all the regions social problems by 2040.
- Create compelling and persuasive case statements to increase the level of private giving-capable of bridging the gap from traditional fundraising to system-driven fundraising. Requires excellent writing skills and a fluency in English.
- Develop relationships with donors and other prospects (individual and organizational) for securing commitments that are mutually beneficial (the art of the deal). Will require in-person interactions and driving to and attendance at off-site events related to or benefitting the development of these relationships. Will travel frequently and on short notice, attend events outdoors throughout the year, and frequently work long hours and weekends. The work environment may

involve infrequent exposure to disagreeable elements and minor physical exertion and/or strain.

- Provide comprehensive, timely and innovative stewardship. Elevate the importance of stewarding all gifts and programs in ways that strengthen donors' interest in, satisfaction with, and commitment to the mission of Collaboratory.
- Work collaboratively with professional advisors, (attorneys, wealth advisors, accountants, trust officers, etc.) to cultivate and expand current giving by planned gift donors.
- Be an active and engaged member of Collaboratory's leadership team. Foster thinking and ideas that help the organization and our community achieve our mission.
- Working with leadership team, manage and oversee a comprehensive communications strategy that includes activities supporting Collaboratory's overall brand and mission, as well as Collaboratory's role as convener and community collaborator.
- Synthesize input from leadership team and working with communications team, support the creation of compelling messages that convey the mission, work and impact of Collaboratory to internal and external audiences.
- Work with Experience and Volunteer Lead to manage a system of fundraising and development volunteerism to help increase giving, starting with the active engagement of Trustees and Senior Advisors and other interested donors and friends.
- Oversee the management of multiple fundraising, development, and communications outsourced contracts.
- Other duties as assigned by the CEO.

## **Personal Skills and Qualifications**

- Bachelor's degree and at least 10 years related experience, including 5 years working at a senior level.
- Experience building and maintaining long-term relationships with fundraising constituents.
- Experience conceiving and managing strategic initiatives with broad impact.
- Experience developing policies, procedures, and practices of relevant field.
- Experience working in a complex, not-for-profit environment.
- Experience, coursework, or other training in principles, practices, and procedures of charitable giving.
- Management experience of a multidisciplinary department, including planning and delivering budgetary responsibilities.
- A deep appreciation for, and an ability to articulate eloquently, to a wide range of audiences, the mission and goals of Collaborator as a mission-driven, action-oriented, change agent.
- A transformational leader with the skills to lead a team towards a shared vision, a leader who gets excited by trying to achieve the impossible and knows how to inspire others and negotiate win-win commitments.
- Proven skills as a strategist, with the ability to articulate a vision for the future and to persuade donors and community leaders to support the organization through forward systemic change.
- A limitless devotion to the aspirational goals of Collaboratory, shown through positivity and enthusiasm in the work performed and interpersonal interactions. Metrics driven, highly motivated

self-starter whose mindset informs strategy and work.

- Able to develop and track fundraising plans, goals and strategy to the mission and organizational strategies.
- Proven ability to work collaboratively in a dynamic and goal-oriented team environment.
- Ability to sit and stand for extended periods of time.
- Outstanding writing skills.
- Valid driver's license and personal transportation required.

#### **Desirable assets**

- Bilingual, a plus
- Experience with Non-profit public charities
- Knowledge/experience of Southwest Florida
- Knowledge/experience with national fundraising

**AVAILABILITY:** Interviewing will start immediately and continue until the position is filled. Please email a cover letter and resume to [hr@collaboratory.org](mailto:hr@collaboratory.org).

**Collaboratory is an Equal Opportunity Employer.**

**Collaboratory is committed to offering accommodations for qualified individuals with disabilities. If you need assistance or an accommodation in applying due to a disability, please send a note to [HR@collaboratory.org](mailto:HR@collaboratory.org) with "Request for Accommodation" in the subject line.**