



Department Development
Job Title Chief Development Officer
Location Westport, CT

SeriousFun Children's Network (SFCN), founded by Paul Newman, is a growing global community of independently managed and financed camps and programs, which have come together with a common purpose – to serve children with serious illnesses and their families, the services are always free of charge. Through our 30 initiatives around the world, SeriousFun reaches more than 120,000 children and families annually.

Learn more at <https://www.seriousfunnetwork.org>

Reporting Relationship

The Chief Development Officer reports to the Chief Executive Officer and is a member of the senior leadership team. He/she leads a staff of six professional fund-raisers; works closely with the Board of Directors through the Board's Advancement Committee; and plays a strong leadership and coordinating role among the 16 advancement/development directors at the network's member camps.

Position Overview

The Chief Development Officer's primary responsibility is to lead the network's development and fund-raising capabilities, thereby enabling the network to serve more children with life-threatening illnesses and their families. As such, the Chief Development Officer will be responsible for creating an inspiring vision, clear strategy and achievable operating plan to grow revenue and impact. That will entail a thorough analysis and assessment of current efforts; identification of the right mix of channels; appropriate allocation of resources; and a dogged determination to deliver results, grow the total network and improve the quality of more lives.

The Chief Development Officer will lead:

- Fundraising among corporations, foundations and high net worth donors to ensure sustainability of the support center and to benefit member camps and global programs.
- Engagement with Board Members to assure that they give and/or get commensurate with their abilities and interests.
- Event planning and strategy to assure that the twin goals of raising more funds and broadening our brand awareness are met.
- Collaboration with the marketing and communications team to develop inspiring messaging and new strategies to reach more potential donors through social media and online campaigns.
- Strengthening the network's cadre of development staff so that their total impact is always greater than the sum of the parts.
- Continuously evaluating existing efforts with an eye towards improvement and seeking out new vehicles with a passion for advancing the impact of the network.
- Championing the advancement community within the broader organization.

RESPONSIBILITIES

The Chief Development Officer has a broad portfolio of responsibilities that includes designing the strategy, operating plan and tactics that enable the organization to achieve its goals; engaging with Board Members to ensure that their passion to help is properly leveraged; team building, development and mentoring; developing and strengthening relationships with major donors, both individuals and institutions; and overseeing fund-raising events, campaigns and other development initiatives. More specifically, the Chief Development Officer will:

- In collaboration with the senior leadership team and the development staff itself, create and implement the department's strategy and annual operating plan including revenue goals by channel, return on investment targets and expense budgets.
- Provide clear direction and appropriate goals to each member of the development team. Monitor progress and provide help as needed throughout the year.
- Cultivate and solicit donors in conjunction with the CEO, Board Members and the Newman family.
- Work collaboratively with Camp CEOs and Directors of Development to identify and cultivate existing camp donors looking to form a global partnership with SeriousFun.
- Work with the Chief Program Officer and Directors in Program Department to create and implement targeted fund-raising strategies.
- Work with the Director of Marketing and Communications to create consistent messaging platforms, build brand awareness, leverage the organization's web presence and capitalize on social media opportunities.
- Serve as the primary staff liaison with the Advancement Committee of the Board of Directors and represent the development team at Board Meetings.
- Work closely with the CEO and the Nominating and Governance Committee of the Board to identify and cultivate potential new members of the Board.
- Work directly and closely with camp CEOs and camp development directors to build trust, foster collaboration and innovation and grow the impact of the entire network.

QUALIFICATIONS

Above all else, we seek a seasoned development leader with passion for the SFCN mission, high energy and the ability to work well with a variety of constituencies. More specifically, the successful candidate will have:

- At least ten years of demonstrable success in global markets.
- Experience in, and success at, fundraising within a federated structure; and the ability to deliver financial value to independently managed organizations AND provide the requisite support for centrally funded programs.
- The ability to lead a team of professionals, volunteers, consultants and camp development directors.

- A track record of developing new business, identifying new sources of revenue and closing substantial major gifts.
- Prior experience and success in developing and managing major corporate and foundation partnerships.
- Experience working with a high-powered and active Board of Directors.
- Excellent speaking and written communications skills; someone who is adept at inspiring and motivating others.
- Versatility with computer technology and an appreciation for the power of Raiser's Edge and similar reporting and tracking tools.

PERSONAL CHARACTERISTICS

The successful candidate will be a dynamic, energetic and experienced leader with the ability to build genuine relationships with a wide variety of people. He/she should be:

- A confident yet humble, intelligent and articulate self-starter and closer who is creative and entrepreneurial, yet collaborative and team-oriented.
- Outgoing and straightforward; someone who shares information freely, listens carefully, gives advice and feedback directly and respects the contributions and ideas of others.
- Well-organized and results-oriented with exceptional attention to detail and follow-through.
- Decisive and resourceful with the ability to anticipate and act on events and opportunities to advance the work of SFCN nationally and globally.
- Energetic and willing to work hands-on with staff and Board on both day-to-day activities and groundbreaking initiatives.
- A catalyst with vision who can create excitement and energy around the mission of SFCN and persuade others to follow.
- Emotionally mature with a sense of humor and the sensitivity to work effectively with a group of diverse personalities.
- Willing to travel locally, nationally and internationally as needed (between 25% and 50%).

COMPENSATION

We offer a salary and benefit package that is competitive; an excellent work location and environment; colleagues who are passionate about their work; and the opportunity to improve the quality of life for individuals and families with few other resources to help them.

SeriousFun Children's Network is an Equal Opportunity Employer and encourages people of all backgrounds to apply for this position.

To apply, please send your cover letter, resume and salary requirements to humanresources@seriousfunnetwork.org for consideration.