



Girl Scouts of Connecticut

Position Title: Philanthropy Officer
Reports To: Chief Development Officer
Location: Hybrid

Position Summary: The Philanthropy Officer is responsible for developing and implementing donor engagement and major gift fundraising strategies to enhance and grow philanthropic revenue from current and prospective major gift individual donors. Working with the Chief Development Officer, the Philanthropy Officer will develop and implement strategies and stewardship plans that contribute to the acquisition, cultivation, solicitation, and retention of major gift/planned gift-level individual donors and prospects. She/he/they maintains an active portfolio of individual donors/prospects who have capacity to give at major giving level (\$5,000 and above). She/he/they works collaboratively with the Associate Director of Fund Development to cultivate qualified donors within Leadership giving pipeline for gift upgrade solicitation. In collaboration with Chief Development Officer, Director of Grants Management, and the Executive Team, develops the case for support of GSOFCCT priority funding initiatives. The Philanthropy Officer is a self-directed, strategic thinker responsible for the direct solicitation of major gifts and developing strong and meaningful donor relationships that support the mission of Girls Scouts of Connecticut. The ideal candidate should be able to demonstrate success in securing major gifts in a cause driven nonprofit organization and have a proven track record of securing multi-year commitments. At all times she/he/they must portray a positive image that is representative of GSOFCCT policies, procedures, and promotes exemplary customer service to internal/external stakeholders.

MAJOR ACCOUNTABILITIES:

- Manage a personal portfolio of major gift-level donors, prospects and planned giving prospects to result in greater engagement and giving. Maintain frequent communication and personal contact with each donor within assigned portfolio, visiting each at least once a year.
- Solicit and secure contributions or pledges from individual major donors in actively managed portfolio to achieve targeted fundraising goals each year.
- Actively cultivate a select number of planned giving prospects to secure committed expectancies and legacy gifts.
- Research, track and develop strategies and stewardship plans for each member of your portfolio, including individual major donors and planned giving prospects. Leverage analytics, giving histories, and other research and information pertaining to individual donors and business supporters to assess sustainability and devise engagement plans and giving expectations.
- Qualify and cultivate new major donor prospects, vetting them through research, discovery calls, meetings and other standard prospecting techniques.
- Identify and find innovative opportunities to cultivate, network and engage with donors and prospects, including social gatherings, videoconference updates and chats, small gatherings, etc. Engage CEO, staff and Board members as appropriate to make the most of those opportunities.
- Maintain open lines of communication with CDO and Development staff and coordinate with Mission Delivery and Marketing/Community relations departments in execution of engagement plans, progress and next steps.
- Input and track engagement plan deliverables, research and biographical donor information in Raiser's Edge/NXT database. Maintain prospect and donor data at the highest level of confidentiality.

Qualifications: GSOFCCT workplace culture is rigorous, supportive, inclusive, flexible, striving to create a sense of belonging for every employee. The Associate Director must embrace this culture, work collaboratively and provide supportive leadership to the Development team. The role is considered

hybrid, with time divided between in-office, out in the field, and remote work, so long as leadership presence, collaborations, goals, objectives, and staff/volunteer management can be effectively achieved.

CORE COMPETENCIES:

- Demonstrates an entrepreneurial and growth mindset, a vision for creating a culture of philanthropy, high energy and enthusiasm.
- Ability to work cooperatively with a diverse group of internal/external stakeholders.
- Skilled professional communicator (oral/written) electronically and in-person to achieve fundraising goals.

EDUCATION and/or EXPERIENCE:

- Bachelor's degree required. CFRE or pursuit of is a plus
- At least five years' experience in fundraising with nonprofit organizations, specifically in the area of individual major gifts fundraising and donor stewardship
- A track record of closing five figure and larger gifts is essential.
- Excellent verbal, written and digital communication skills
- Experience working in Raiser Edge/NXT or similar fundraising CRM database.
- Knowledge of the Connecticut philanthropic landscape preferred.
- Highly self-motivated and directed
- Excellent organizational skills, with strong attention to details and follow-through

ADDITIONAL JOB REQUIREMENTS and PHYSICAL DEMANDS:

- Become a registered member and maintain membership in GSUSA.
- 3 or more years of individual major gift fundraising experience with proven success achieving fundraising and activity goals.
- Demonstrate working knowledge of best practice in the field of major gifts and a working knowledge of planned giving vehicles and strategies.
- Display result-oriented strategic approach to strengthening donor relationships with a nonprofit organization.
- Strong communication skills: must be a skilled writer, tenacious in telephone outreach, and inspiring in-person advocate for the mission of GSOFCT.
- Ability to work a flexible schedule, including nights and/or weekends, and a willingness to travel throughout the state as needed.
- Valid Connecticut driver's license.
- Must carry and show proof of liability coverage of personal vehicle.
- Ability to lift, carry, move, push up to 20 pounds.

Salary Range: \$48,000-55,000

To Apply: Click [here](#).