

STANTON CHASE

I N T E R N A T I O N A L

Executive Search Consultants

Director of Philanthropy

[FORT MASON FOUNDATION]

San Francisco, CA

The ideal candidate is a savvy, well-connected and entrepreneurial development professional who possesses significant experience and success securing major gifts from a broad array of constituencies.

BUSINESS DESCRIPTION

Fort Mason Center (FMC) is embarking on an ambitious new strategy to transform the 13-acre campus of piers and warehouses located on San Francisco's breathtaking waterfront. The Center is home to numerous nonprofit organizations, and annually hosts over 15,000 events in its 300,000 square feet of exhibit, conference, performance, gallery, classroom, and retail space.

FMC is a national historic landmark and a partner of the National Park Service's (NPS) Golden Gate National Recreation Area. The Fort Mason Foundation is FMC's management and fundraising arm, responsible for ensuring the fiscal and physical well-being of the Center.

New federal mandates require NPS partners to be self-sustaining in order to qualify for government funding of capital projects. In response, the Foundation is pursuing a series of entrepreneurial initiatives to reposition the organization to meet this challenge. By far, the greatest endeavor the Foundation will undertake is renovating and upgrading the Center's venues to attract and accommodate a dramatic new range of programs and activities for Bay Area residents, businesses, and tourists.

To meet these ambitious goals, the Foundation must expand and enhance the organization's management and staff. It therefore seeks strong, savvy, highly-experienced, and well-connected professionals with the ability and tenacity to take the organization to this next level.

RESPONSIBILITIES OF THE POSITION

You will report to the President and CEO, setting annual priorities and fundraising goals.

The Director of Philanthropy is a strategic thinker who will develop detailed programs to identify, cultivate, solicit and steward individual and prospective donors. You will lead the development of a major gifts campaign, expanding the current donor base. You will provide ongoing stewardship to the Board of Trustees.

You understand and have successfully worked on unique public-private initiatives like Fort Mason Center's 13-acre urban waterfront campus.

Our client, the Fort Mason Foundation, is seeking a development professional to spearhead an ambitious new fundraising strategy for Fort Mason Center. The Foundation is developing a comprehensive plan to dramatically diversify and expand the already compelling entertainment, recreational and educational programs now being offered on the historic site, and to rehabilitate needed facilities.

You have a successful record of securing major gifts and funding from government agencies, foundations, corporations, individual donors, endowments and trusts.

You are well-networked and possess excellent people skills necessary to solicit major gift prospects. You are passionate about your cause and enjoy leading a development staff and working with volunteer boards. You have the development know-how to forecast and budget for future contributions.

You are a hands-on manager who will oversee the Development Department's day-to-day activities.

The ideal candidate will develop, plan, execute and manage all fundraising programs including annual giving, corporate sponsorships, special events, and foundation and government grants. This includes stewardship of grant proposals to foundations, corporations and government agencies. You will create and maintain a master calendar of deadlines and development activities. You will research, identify and cultivate new funding prospects from the private, corporate and foundation sectors. You create marketing/solicitation materials to communicate the Center's fundraising needs.

You own and manage the philanthropy budget.

The Philanthropy Director will develop and manage the philanthropy budget, preparing financial reports for all department activities.

In brief, you'll plan, organize and manage a broad variety of fundraising and cultivation events to promote the Fort Mason Center.

WHAT ABOUT YOU? YOUR PROFESSIONAL SKILLS AND PERSONALITY

Proven Background Cultivating and Sustaining Relationships with Donors.

The successful candidate is a seasoned veteran with a successful track-record in cultivating and soliciting prospects capable of giving at the \$50,000+ level.

You know the Best Practices of Major Gift Solicitation.

You have significant experience in the area of planned and corporate giving, capital campaigns, annual giving programs, event planning, deferred giving, donor recognition and stewardship, membership, and direct mail campaigns. Comfortable working under project deadlines, the Director of Philanthropy is able to prioritize multiple tasks in a fast-paced environment.

Armed with excellent written and verbal communication skills, this individual is an independent self-starter who can think strategically and communicate ideas clearly. A strong work ethic with superior organizational skills is crucial to managing your development team and the Foundation's fundraising strategy.

Educational and Experience Requirements

- B.S. degree is required.
- Minimum 10 years related experience in a senior management position.
- Excellent knowledge of Microsoft Word and Excel.
- Experience using Raiser's Edge and/or other fundraising software.
- Flexible hours including some nights and weekends.

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Compensation

- Competitive base salary.
- Attractive benefits package.
- Fort Mason Foundation is an equal opportunity employer.

INTERESTED IN LEARNING MORE? CONTACT STANTON CHASE

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ABOUT US: WHO IS STANTON CHASE?

With 57 offices in 35 countries, Stanton Chase is a top-ten global retained executive-search firm.

Our industry niches include: financial and professional services, non-profit and education, technology, life sciences, and consumer products/wines. The Northern California office of Stanton Chase is locally-owned and managed. Clients benefit from our high-touch local knowledge combined with the firm's global reach. More information can be found at www.stantonchase.com.

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