



Vice President, Major & Leadership Gifts Frederick, Maryland



Protecting the freedom of flight since 1939



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About AOPA

Founded in 1939, the Aircraft Owners and Pilots Association (AOPA) is committed to protecting the freedom to fly for thousands of pilots, aircraft owners and aviation enthusiasts. As the largest aviation membership association in the world with 350,000 members, AOPA provides member services ranging from advocacy at the federal, state, and local levels to legal services, flight planning products, safety programs, and award-winning media.

A new national Aviation High School Initiative is being launched in the Spring of 2015 and will enhance AOPA's youth outreach and engagement programs. In addition, AOPA's Air Safety Institute is the national leader in providing safety education to members and non-members alike, with more than 30,000 pilots a year attending in-person seminars and hundreds of thousands utilizing on line safety courses.

Throughout its history, AOPA has been an active and vocal member of the aviation advocacy community, ensuring that federal, state, and local legislation promote and support general aviation growth. Leveraging their team on Capitol Hill, at the Federal Aviation Association, and other government agencies, AOPA has successfully fought onerous legislation and regulation that can stifle aviation and the freedom to fly.

With a 2,500 volunteer support network across seven regions, AOPA has advocated on over 375 issues nationwide. AOPA continues its unwavering commitment to its member and all aircraft enthusiasts and supporters through:

- advocating on behalf of our members on all political levels;
- educating pilots, non-pilots, and policy makers alike and;
- supporting activities that ensure the long-term health of general aviation.

AOPA Foundation

The AOPA Foundation Inc., is the charitable arm of AOPA. As a 501 (c)(3) tax-exempt charitable, educational, and scientific organization, the Foundation aims to educate the public on the value of general aviation. The Foundation works to improve aviation safety through the Air Safety Institute, preserve community airports, and encourage learning to fly for career and personal benefit—all in the interest of ensuring the future of general aviation in America. The Foundation helps provide funding for the important work that AOPA's dues alone cannot fully support. The main goals of the Foundation are to:

- **Improve aviation safety:** Keeping pilots safe is a vital part of preserving the future of general aviation. The Air Safety Institute, a division of the AOPA Foundation, is the world's largest provider of pilot safety education. It's no coincidence that since its inception, general aviation accidents have declined by nearly 90 percent.
- **Grow the pilot population:** Recognizing that nearly 80 percent of student pilots never complete their training, and that thousands of inactive flyers long to return to the skies, our work focuses on solutions that maintain an active base of pilots and encourage more people to become pilots through the You Can Fly program.
- **Preserve community airports:** Our work to preserve and protect our nation's 5,200 community airports ensures that general aviation will be a viable means of transportation far into the future.
- **Spotlight the good work being done through general aviation:** The AOPA Foundation supports flight training scholarships and public benefit aviation, which includes charitable flying, disaster response, medical relief flights, and transportation provided by volunteer pilots.



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The Opportunity

In order to continue serving and growing the aviation community, AOPA is seeking a seasoned Vice President, Major & Leadership Gifts who will lead a team of major gift officers to strengthen the individual giving program. S/he will develop and maintain a robust donor pipeline, effectively leveraging the organization's strong donor and membership base. Reporting to the Executive Director of the AOPA Foundation, the VP will identify and cultivate a portfolio of high-level donors and prospects, and engage leadership, volunteers, and key supporters of the organization to capitalize on new funding opportunities. This individual will be sophisticated and passionate about AOPA's mission and will be able to effectively articulate the organization's mission and programs to potential donors.

Requirements:

- ❖ Thoroughly understand AOPA, its mission, policies, culture, values, history, key stakeholders, and programs.
- ❖ Establish goals for the Major Gift program, as well as proactively seek new funding opportunities, successfully leveraging AOPA's extensive donor and membership base.
- ❖ Manage and mentor a team of major gift officers, assigning donor portfolios, setting staff up for success, and providing essential information and feedback.
- ❖ Manage a personal portfolio of individual donors, nurturing and building strong, positive relationships through frequent communication and touch points.
- ❖ Serve as a passionate advocate for AOPA, working collaboratively with colleagues, leadership, and other supporters to successfully implement fundraising plans across the organization.
- ❖ Effectively articulate the mission and impact of AOPA to deepen relationships with donors, prospects, and high-level supporters, as well as external stakeholders.
- ❖ Work to increase public awareness and support for general aviation and AOPA, including its programs and services.
- ❖ Develop, mentor, and nurture staff, ensuring workplace quality of life is high and professional development remains a priority.
- ❖ Leverage senior leadership, staff, members, and other supporters in advancing fundraising efforts, as well as provide proper major gift training.
- ❖ Oversee the Major Gift department, including managing the budget, forecasting future funding, implementing effective internal controls, and ensuring compliance with budgetary parameters.
- ❖ Travel extensively, participating in major gift donor-related activities. Serve as a sophisticated and compelling representative on behalf of AOPA.



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Ideal Experience

The Vice President, Major & Leadership Gifts must have a minimum of 10 years of demonstrated knowledge and success in major gifts, securing six-figure gifts and above from high-net-worth individuals. S/he must have a strong background as a sophisticated executive leader with experience motivating and managing staff, developing strategies to support fundraising growth, and maintaining strong relationships both internally and externally. The successful candidate will have an entrepreneurial spirit with success building sustainable fundraising programs. S/he will have demonstrated success thinking strategically, as well as developing effective major and leadership giving fundraising strategies.

- ❖ Bachelor's degree required; advanced degree and a record of continuing professional development preferred.
- ❖ Demonstrated success building major giving programs in complex regional organizations, including establishing a high-performing team and building supporting infrastructure as needed.
- ❖ Prior success developing and implementing effective, strategic fundraising plans with measurable goals, as well as operational strategies that consistently evaluate needs and support both organizational and programmatic growth.
- ❖ A deep, broad knowledge of development, with a focus on individual major gifts. Knowledge of corporate and foundation fundraising and campaign experience a plus.
- ❖ Proven success growing a major donor prospect base, managing a high-level donor portfolio, and moving donors up the giving ladder.
- ❖ Proven ability to conceptualize and describe funding needs in a way that is compelling to potential donors, board members, partners, AOPA members, and other stakeholders.
- ❖ Experience leveraging and recruiting high-level volunteers/supporters, engaging them in the fundraising process, and in building awareness for an organization.
- ❖ A strong record as an effective manager with the ability to harness the passion of staff and guide professional development.
- ❖ Active Pilot with minimum private certificate preferred; or, willingness to become a pilot.

Personal Characteristics

- ❖ Strong commitment to the mission and vision of AOPA with the ability and commitment to remain current with aviation policies, the aviation community at large, and, aviation training.
- ❖ An ambitious, innovative, and forward-thinking approach to developing effective major giving fundraising strategies.
- ❖ The capacity to build and maintain strong relationships with affiliates, partners, pilots, and other stakeholders of varied backgrounds.
- ❖ Professional maturity, credibility, good judgment, and honesty. Unwavering integrity and the passion necessary to motivate others in a similar manner.
- ❖ Excellent interpersonal skills, including the ability to communicate effectively and concisely (both in writing and orally) with multiple audiences; listen as well as give advice; and respect the abilities of others.
- ❖ Strong planning and organizational skills, including the ability and stamina to motivate other fundraising staff members.
- ❖ A positive, enthusiastic attitude and proven success as a strong, diplomatic mentor and colleague.



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To Apply



Vice President, Major & Leadership Gifts
Frederick, Maryland

Questions, resumes and CVs should be sent to
search@driconsulting.com

All first round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

AOPA is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.



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