



Senior Development Officer, Major Gifts – Global Conservation Program (East Coast)

Wildlife Conservation Society
New York, NY



*Saving wildlife and wild places worldwide through science, conservation
action, education, and inspiring people to value nature.*



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About WCS

Mission and Impact

Founded in 1895, the Wildlife Conservation Society (WCS) works to save wildlife and wild places around the globe. With a commitment to protect 25% of the entire world's biodiversity, WCS specifically addresses four of the biggest issues affecting wildlife and wild places today: climate change; natural resource exploitation; the connection between wildlife health and human health; and the sustainable development of human livelihoods.

Since its founding, WCS has marshaled the power of its global conservation work and the management of its five parks in New York City to create the world's most comprehensive conservation organization. WCS currently manages about 500 conservation projects in more than 60 countries, and educates 4 million visitors each year at its five living institutions in New York City. It operates country offices in Africa, Asia, Latin America, and North America, and manages more than 200 million acres of protected lands around the world.

WCS Global Conservation

The Global Conservation Program is the major advocacy and action arm of the Wildlife Conservation Society. The Program's focus on wildlife and wild places encompasses 13 classes of global priority species, 3 classes of recovering species, and many more species whose habitats require varying levels of protection on every continent. The Global Conservation Program works with communities of investors, land developers, fishermen, pharmaceutical companies, government agencies, and researchers to identify and implement actions that preserve both animal habitats and human welfare.

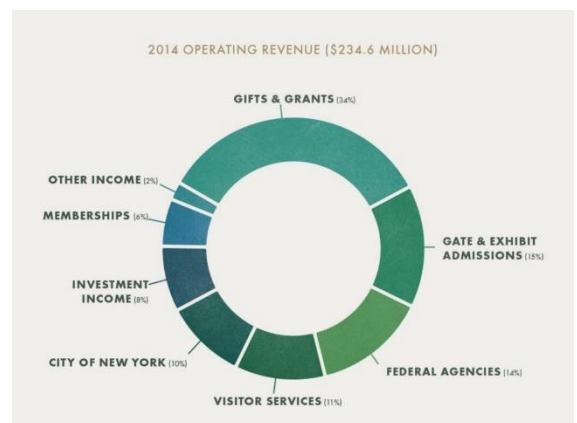
Development Highlights

WCS is a \$220 million organization. The development department raises approximately \$86 million of this revenue, including:

- \$81 million from major gifts from individuals, corporations, and foundations
- \$3 million from memberships
- \$1.1 million from special events

WCS also receives funding from NGOs, the City of New York, and several federal agencies. The Global Conservation Program accounts for approximately 40% of WCS's operating expenses.

WCS envisions a world where wildlife thrives in healthy lands and seas, valued by societies that embrace and benefit from the diversity and integrity of life on earth.



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The Opportunity

In order to continue making a significant impact across the globe, the Wildlife Conservation Society seeks an ambitious and polished Senior Development Officer, Major Gifts (SDO) who can expand an individual major gifts program while contributing to a comprehensive development strategy. Under the supervision of the Senior Director, Regional Strategy & Development, the SDO will actively identify, cultivate, solicit, and steward individual and family foundation prospects and donors along the East Coast. S/he will focus on soliciting gifts of \$25K+ to support all WCS program areas, with particular emphasis on both restricted and flexible support for the Global Conservation Program. The SDO will collaborate effectively with other Senior Development Officers and will leverage senior WCS leaders throughout this process.

Responsibilities

- ❖ Work closely with the Director, Regional Strategy & Development to identify, manage, and build an East Coast portfolio of approximately 150+ high-level major gift individual donors and prospects capable of 6-figure gifts.
- ❖ Implement an annual operating plan, based on projections for renewed and increased funding, while continuing to build a pipeline by advancing new prospects and soliciting new gifts.
- ❖ Assume primary responsibility for development strategy, including the cultivation, solicitation, and stewardship of individual donors (half existing donors and half prospects) to maintain and increase giving along the East Coast, from New York to Florida.
- ❖ Create a regional strategy for the New York Metropolitan market in tandem with all development officers in the region, including those focused on Zoos and Aquarium.
- ❖ Manage and grow the existing Westchester, NY and Fairfield, CT (i.e., the "Fairchester") donor committee.
- ❖ Raise gifts of \$25K or more to contribute to a major gift fundraising goal of \$20M per year.
- ❖ Meet monthly and quarterly benchmarks and goals based on activity with prospects/donors and dollars raised, including unrestricted support.
- ❖ Identify new prospects of \$25K+; propose and implement strategies to attract new donors; and work with Associate/prospect research staff to gather information required for cultivation and solicitation.
- ❖ Meet with donors nearly 50% of each week to provide briefings and make funding requests. Travel every other month to keep meetings with out-of-state donors.
- ❖ Plan and manage cultivation events, including tours, small targeted dinners, presentations, and lectures, while also collaborating on WCS flagship events. Manage cultivation event message/theme and plan and implement follow-up strategies.
- ❖ Write, edit, and proofread proposals, reports, letters, and other correspondence, working with program staff to collect information as needed.
- ❖ Work with the team and Global Resources staff to ensure accurate and timely maintenance of required information in donor databases, including projections, event data, proposal status, etc.
- ❖ Stay up-to-date on Raiser's Edge procedures, attending all required training session.
- ❖ Staff department events, provide support for activities, and perform other tasks as directed.
- ❖ Work evenings and weekends as needed.



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Ideal Experience & Personal Characteristics

Ideal Experience

- ❖ A Bachelor of Arts or Science degree is required.
- ❖ At least 6 years of front-line fundraising experience in a non-profit organization.
- ❖ A deep, broad knowledge of development, including identifying, qualifying, and cultivating relationships with donors and prospects.
- ❖ Record of securing individual major gifts at the 5-figure level.
- ❖ Demonstrated success in 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 prospects, donors, members, Board members, and other organizational stakeholders.
- ❖ Experience interacting successfully with high-level donors/prospects and senior program staff.
- ❖ Strong proficiency with Microsoft Office suite and internet.
- ❖ Experience with Raiser's Edge (or a similar fundraising database) and prospect research skills is a plus.
- ❖ Well-traveled or have a working knowledge of global issues and geography.
- ❖ Foreign language proficiency is a plus.

The ideal candidate will also possess:

- ❖ Strong commitment to the mission and vision of WCS and the ability to serve as a compelling ambassador for the organization.
- ❖ Demonstrated ability to work independently; strong planning skills and the ability to prioritize tasks in order to achieve goals in a timely manner.
- ❖ Ambitious and innovative approach to development strategies and practices.
- ❖ Collaborative spirit and skills, with the ability to negotiate both an individual goal and a larger regional and team strategy.
- ❖ Ability to communicate confidently and effectively with colleagues, program leaders, donors, prospects, and high-net-worth individuals; must be an effective speaker and writer.
- ❖ Confident, poised, and professional demeanor with the ability to connect with all constituencies.
- ❖ Sound judgment and discretion in handling confidential information.
- ❖ Keen attention to detail with the ability to solve problems tactfully and to adapt to changes.
- ❖ Self-motivated with the ability to develop and execute plans efficiently and effectively.
- ❖ Ability to work evenings and weekends and to travel overnight.
- ❖ Ability to work from the Bronx Zoo one day each week.



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SAVING WILD PLACES

To Apply



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Resumes and cover letters should be sent to
search@driconsulting.com

All first round interviews for this position will take place at Development Resources, *inc.*, via telephone/video conference.

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



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