



Senior Vice President of Development, Individual and Foundation Giving Washington, D.C.

About The Opportunity



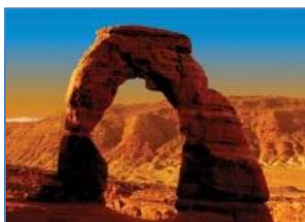
On March 1, 1872, the United States became the first country in the world to create a national park when it opened Yellowstone. Today, Yellowstone is one of 398 national parks spanning the United States. America's national parks are places to be cherished and invested in so they may tell our unique story for generations to come. In a time when so many are losing their personal connection to the natural world, national parks provide a lifeline to our history and an experience that opens people's eyes to conservation and culture on a visceral level.

Chartered by Congress in 1967, the National Park Foundation is founded on a legacy that began when private citizens took action to establish and protect our national parks. Today, the National Park Foundation carries on that tradition as the only national charitable non-profit organization whose sole mission is to directly support the National Park Service and America's nearly 400 national parks. Together, the National Park Foundation and National Park Service work to guarantee that not only our parks exist, but they are more vibrant and stronger than ever before.

The National Park Foundation achieves this goal by raising funds and providing grants and program support to impact the national parks in three areas: (1) conservation & preservation, (2) education, and (3) community engagement. By supporting exceptional endeavors such as the Flight 93 National Memorial Campaign and programs like the African American Experience Fund, Active Trails, America's Best Idea Grants, and the newly-launched American Latino Heritage Fund, the National Park Foundation is helping the National Park Service engage more Americans in their national parks than ever before.

With the 2016 National Park Service Centennial anniversary approaching, the National Park Foundation and the National Park Service are launching a major marketing and fundraising campaign that will raise significant resources for our national parks. The organization is seeking an experienced, innovative, and entrepreneurial Senior Vice President of Development, Individual and Foundation Giving. This individual will be responsible for leading and growing the individual and foundation giving programs, including major gifts, direct mail, planned giving, foundation grants, and special events, as well as creating and executing a capital campaign for individual donors the 2016 Centennial Celebration.

The SVP should be a proven fundraiser, strong communicator, and collaborative leader who will be proactive in building the donor base and supporting senior leadership in their fundraising efforts. S/he will form positive relationships across the organization and with board members, as well as with external stakeholders such as major donors, private foundations, and other partners within the national park network. As a senior leader, this individual will initially supervise a staff of seven and report directly to the Executive Vice President & COO.



About the National Park Foundation

To advance. To provide. To empower. These are the values of the National Park Foundation as they invest in America's national parks and the American people. Building on vital cornerstones like community outreach, conservation, stewardship, and education, the National Park Foundation is dedicated to raising private sector resources to protect our national parks. They are dedicated to saving the places of our past so we may learn new lessons in the present.

The National Park Foundation plays a critical role in the following areas of focus:

Conservation & Preservation



The National Park Foundation is dedicated to the promise that our national parks, and all they possess, are protected forever. As our environment and cultural legacy faces new challenges ranging from natural disasters and a changing climate to archaeological treasures being damaged or stolen, the National Park Foundation seeks to fund initiatives that demonstrate environmental leadership, promote sustainable practices, inspire innovative solutions, and motivate citizens to action.

Education



From science to the arts, service learning to teacher training, America's national parks teach invaluable lessons about our planet, our history, and ourselves. The National Park Foundation is dedicated to establishing national parks as powerful learning environments that can provide in-depth, real-world learning experiences that shape lives and strengthen America's national parks.

Community Engagement



The national parks belong to every American – past, present, and future. The National Park Foundation is dedicated to celebrating our diversity by supporting equal and abundant opportunities for all audiences to experience and enjoy these special places. In return, they also dedicate themselves to bringing America's national parks to the people by empowering our parks and their programs as engines for sustainability, volunteerism, and stability in communities big and small.

IMPACT

Thanks to private support, the National Park Foundation has been able to preserve more trails, educate more students, and engage more local communities than ever before. Recent accomplishments include:

- Restoring 250 miles of waterways and trails.
- Embracing diversity with the African American Experience Fund, which supports over 30 national park sites including the Ebenezer Baptist Church and Little Rock Central High School.
- Providing over \$30 million to build the Flight 93 National Memorial.
- Bringing over 40,000 students to national parks this year through the Ticket To Ride program.



About the Senior Vice President of Development, Individual and Foundation Giving



The Senior Vice President of Development, Individual and Foundation Giving will direct and lead individual and foundation fundraising at the National Park Foundation, including major gifts, direct mail, planned giving, foundation fundraising, and special events, as well as creating and executing a capital campaign for individual donors the 2016 Centennial Celebration. S/he will develop multi-year strategies to aggressively grow the donor base and achieve maximum results while preparing for the centennial campaign. In addition to guiding senior leaders and volunteers through the fundraising process, the SVP will be responsible for managing his/her own major donor portfolio.

Responsibilities will include:

- Provide vision, leadership, and strategy for sustainable growth across the fundraising spectrum.
- Work with the Board and senior staff to establish and execute long- and short-term strategic development priorities aimed at increasing support from individuals and foundations.
- Strengthen existing donor relationships while also significantly increasing the donor base and sources of funding, including identifying new opportunities for individual prospects, planned giving, and campaigns.
- Be proactive and aggressive in building an entire network of major donors across the country, including making personal donor visits and maintaining consistent communication with donors.
- Lead the Individual Development team to continue building a solid and successful major donor program, including tracking prospects, providing solicitation materials, coordinating key stakeholders, managing a personal donor portfolio, and providing research and strategy support for major gifts from individuals and foundations.
- Effectively communicate a strong case for support and creatively connect the passion and interests of prospects and donors to the mission of the National Park Foundation.
- Develop strategies and plans for meaningful stewardship of donors in order to increase their giving.
- In partnership with President, EVP/COO, and the Board, secure gifts of five, six, and seven figures.
- In collaboration with senior leadership, develop and execute plans and strategies for the multi-million dollar Centennial Campaign.
- Attract, retain, lead, motivate, and inspire a strong and cohesive fundraising team, ensuring high levels of professionalism, innovation, solicitation, stewardship, and accountability.
- Provide fundraising training and support to senior leaders and staff across the organization to ensure alignment of organizational goals.
- Work closely with the President and COO/EVP to develop and implement successful strategies for continued effective Board stewardship and growth.
- Form a strong, cross-functional working relationship with the Marketing and Communications team to enhance development.
- Form a strong and cooperative working relationship with the Corporate Partnerships and Strategic Alliances team to ensure a collaborative and strategic approach to fundraising.
- Work effectively with Grants and Programs teams to secure foundation gifts directed at NPF's strategic impact.



Ideal Experience

The Senior Vice President must have a minimum of 10 years of progressively responsible development and fundraising experience, with proven supervisory experience. The successful candidate will display a strong passion for national parks. S/he should have a proven track record growing fundraising programs.

- Bachelor's degree required; advanced degree and/or record of continuing professional development preferred.
- Experience and expertise in developing and implementing a cohesive, innovative, and integrated development strategy that has resulted in measurable and significant revenue growth.
- Demonstrated success communicating the case for support to individuals of various backgrounds, including high-net-worth individuals.
- Demonstrated success managing a diverse donor portfolio and securing six- and seven-figure major gifts and grants from individuals and foundations.
- Understanding of and experience with prospecting, reporting, acknowledgement, and stewardship systems, as well as database management.
- Knowledge of grants development, writing, budgeting, and implementation.
- Experience working effectively with members of the senior leadership team, as well as with board members and other high-level volunteers.
- Demonstrated success maintaining an enterprise-wide perspective and utilizing strong analytical skills to maximize ROI.
- A strong track record as an effective, team-oriented leader and a thoughtful, diplomatic mentor.
- Knowledge of planning, finance, budgeting, and development information systems.

The ideal candidate will possess:

- Strong affinity for national parks with the ability to serve as a compelling ambassador for the National Park Foundation.
- A deep, broad knowledge of strategic development, including all aspects of fundraising.
- A proactive and hands-on approach to fundraising.
- Sophistication and ability to communicate articulately and interact comfortably with high-net-worth individuals and groups.
- Excellent interpersonal skills, including the ability to communicate effectively and concisely (both in writing and orally); listens as well as gives advice, and respects the abilities of others.
- Creativity and an entrepreneurial spirit; someone who is willing to try new ideas and think “outside the box,” and will motivate the team to do the same.
- A positive attitude and proven success as a strong, diplomatic mentor with ability to motivate diverse groups to raise money and achieve goals; strong ability to build cohesive teams.
- Exceptional organization, analytical, strategic planning, and research skills.
- Strong attention to detail with the ability to solve problems and excel in a high-performance culture.
- Demonstrated ability to manage multiple projects and deadlines while maintaining disciplined adherence to program goals.

To Apply



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

The National Park Foundation is an Equal Opportunity Employer.