



Children's Home Society
OF NORTH CAROLINA

Regional Director of Philanthropy (Charlotte, NC)

Purpose

The Regional Director of Philanthropy (RDP) is responsible for cultivating, soliciting and stewarding individual donors in the assigned region (Charlotte and Western North Carolina, including Asheville) to support the work of Children's Home Society, with a particular emphasis on leadership and major gifts. The RDP raises funds and engages the community through individual relationship cultivation as well as through a volunteer-led advisory committee.

Area of Responsibility

Major and Planned Gifts

- Relationship management with individual donors and prospects, focusing on leadership (\$1000+) and major gifts (\$10,000+), and planned gifts, including prospect identification, strategy development and documentation of relationship development
- Accountable for three primary outcomes: (1) dollars raised/goals achieved (2) # of visits (3) # of proposals
- Leads leadership solicitations in all outreach including, but not limited to, Little Red Stocking, A Place to Call Home, Hope for the Holidays and Holiday Soiree, through direct mail, in-person meetings, small donor gatherings, and two annual large format fundraising events
- Cultivates and stewards current and future donors in order to ensure long-term pipeline of CHS supporters
- Develops, implements and documents outreach, cultivation, solicitation, and stewardship strategies throughout the RDP's territory in collaboration with the Vice President of Philanthropy
- Works with Corporate Philanthropy Specialist to cultivate local corporate decisionmakers, as individual and corporate sponsors and for engagement opportunities
- Work with Philanthropy and Marketing colleagues to develop donor communications, briefing materials, presentations, proposals, acknowledgements and reports to secure and steward major gifts

Regional Engagement

- Provides staff support for regional volunteer Community Leadership Councils (CLC), Families Helping Families (FHF), and related volunteer opportunities
- Engages CHS and community leaders through CHS events, CLC, FHF and other opportunities
- Leads responsibility for donor engagement in events, including A Place to Call Home and small donor cultivation events throughout the year
- Supports marketing department in providing ideas for year-round communication and engagement, including donor profiles, data for mailings, etc.
- Speaks publicly to groups, presenting the needs of the CHS constituents to engage new philanthropic prospects

Leadership

- Coaches, motivates, engages and collaborates with colleagues and volunteers to deliver outstanding results
- Demonstrates a dedication and passion for achieving goals
- Contributes to excellence within the team and across the organization
- Works closely with Philanthropy team to achieve department and organizational goals





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General

- Displays sensitivity to the service population's cultural and socioeconomic characteristics
- Communicates clearly and effectively
- Makes donors feel important and appreciated
- Maintains confidentiality with sensitive information
- Performs other duties related to division goals and projects as needed

Qualifications

- Bachelor degree required, graduate degree preferred
- Minimum of 5 years of relevant experience
- Demonstrated success using fundraising techniques and skills to expand, cultivate and manage existing donor relationships over time while also initiating new relationships with donors, prospects and volunteers
- Demonstrated ability to handle multiple fundraising activities, deadlines and priorities simultaneously
- Ability to motivate donors and volunteers while cultivating their connection to CHS
- Strong communication skills, both written and verbal
- Detail and goal-oriented, with excellent organization skills and ability to work independently or as a member of a team
- Excellent relationship building and relationship management skills
- Event experience preferred
- Proficiency with Microsoft Office suite (Word, Excel and PowerPoint) and donor information system (Raisers Edge)
- Maintain a valid North Carolina driver's license, adequate auto insurance, and have access to an operating vehicle in order to attend to CHS business

Applicant Instructions

- *All inquiries and applications are to be directed to PMA Consulting: search@pattonmcdowell.com*
- Applications should include a cover letter, resume, and three professional references
- Please indicate in the subject line the position and organization to which you are applying
- No phone calls or in-person visits please
- Note that only those candidates invited to screening will be contacted

