



CALIFORNIA
STATE PARKS
FOUNDATION

Director of Development California State Parks Foundation

About the Opportunity

This is an exceptional opportunity to play a key leadership role in an organization whose work touches the lives of the over 60 million people who visit California's state parks each year. CSPF has recently created a new vision and strategic plan to galvanize greater support, increase resources and safeguard our parks for future generations. The Director of Development will work with a board, staff, and dozens of key partner organizations across the state to help implement this plan, and engage more Californians in stewarding their parks.

The Director of Development reports to the Executive Director, serves on the senior management team, and supervises a team of development professionals, as well as contracted vendors and consultants. Working closely with the board of directors, staff, and volunteers, the Director of Development creates and manages a multi-year fund development and membership plan designed to support CSPF's near term and long range goals.

Major Areas of Responsibility:

- **Planning** Develop and lead a comprehensive, multi-year major gifts and annual giving plan to strengthen donor retention, deepen donor engagement, grow unrestricted contributed income, and develop CSPF's fund development infrastructure.
- **Staff Management** Provide overall leadership to the Development team. Motivate, inspire, manage and develop staff so they are informed and passionate about the mission, and committed to working effectively toward continual process improvement
- **Leadership** Function as an organizational leader and highly collaborative member of the senior management team. Hold organizational responsibility for the success of fundraising programs.
- **Member and Supporter Engagement** Ensure effective systems and efficient use of resources in meeting annual goals for annual fund and major gift growth and retention, foundation and corporate giving, government grants, special events, and planned giving.
- **Board Development** Work in close partnership with the Executive Director, Board Chair and board members to build the board's capabilities in major donor engagement, solicitation and stewardship.
- **Financial Accountability** In partnership with the Director of Finance, develop and manage fundraising budgets; assume clear responsibility for meeting or exceeding budgeted revenue goals; ensure best practice use of analytics, data and metrics to track progress and success of fundraising strategies and tactics.
- **Leadership Gifts** Identify, cultivate and solicit top-level gifts in partnership with the Board of Trustees and the Executive Director. Manage and steward a portfolio of donors, funders and corporate sponsors.

Professional Experience/Qualifications

- 10+ years of progressively responsible development experience, at least 5 as a manager of others
- Proven ability to create and successfully execute a multi-strategy, multi-year fund development plan
- A track record of success managing staff and collaborating with peers
- Deep familiarity with best practices in donor engagement and stewardship
- Proven success engaging trustees and high level volunteers in major gifts fundraising
- Comfort and skill in identifying, cultivating, soliciting and stewarding major donors
- Experience in a management role with an organization deriving a substantial portion of its revenue from membership fees
- Experience working for a regional, state-wide or national organization
- Preferred: Familiarity with Salesforce; experience with an advocacy organization

Timetable

We will be contacting candidates for interviews during February, and will continue until the position is filled. Please send letters of interest and resumes to Margie Shurgot, Vice President of Development at margie@calparks.org.