



## FOR PUBLIC DISTRIBUTION

<b>Department</b>	Development
<b>Job Title</b>	Chief Development Officer
<b>Location</b>	Westport/Norwalk, CT

**SeriousFun Children's Network, founded by Paul Newman**, is a growing global community of independently managed and financed camps and programs, which have come together with a common purpose – to provide transformative experiences to children with serious illnesses and their families, free of charge. Through our 30 camps and programs around the world, SeriousFun reaches more than 154,000 children and families annually. Learn more at [www.seriousfun.org](http://www.seriousfun.org)

The SeriousFun Support Center, located in Westport, CT, provides support services to SeriousFun camps and partnership programs around the world in order to ensure program and operational excellence, create awareness for the camps worldwide, and foster the continued growth of the Network as a whole.

SeriousFun is committed to fostering and ensuring a culture and environment that values the experiences, knowledge, and voices of all those who work to carry out our mission. We are continually focused on bringing our core principles of diversity, equality, and inclusion to life by embracing individual talents and experiences and encouraging ongoing learning and understanding.

### **Department and Position Overview**

As our network of member camps and global partner programs grows and evolves, SeriousFun Children's Network is seeking an experienced, strategic, creative and collaborative development professional to be its next Chief Development Officer (CDO). The CDO will lead a broad portfolio of development and fundraising strategies, programs, partnerships and relationships to drive the growth and impact of SeriousFun, thereby expanding our ability to serve more children with serious illness and their families. The CDO will work closely with the SeriousFun Board and staff – along with the member camps, partner programs and teams across the Network and around the world – to strategically generate revenue, identify and build multi-faceted partnerships and relationships, and advance the model's sustainability in the long-term. With a charge to drive growth through diversification and expansion of funding sources, the CDO will set the vision and goals for Development; develop and support the team to grow capabilities and reach; and create and implement the departmental operating plan and practices to ensure progress and results. In addition, the CDO will serve as a member of SeriousFun's senior leadership team to help guide strategy for the Support Center and Network and work with the CEO to develop the Board of Directors and cultivate Board relationships for new opportunities.

The CDO will report directly to the CEO and lead the efforts of a talented 8-10 member team of Development professionals in several core areas, including individual giving, major gifts, corporate partnerships, and events / galas. The CDO will lead and inspire the team, develop and initiate internal processes and execute strategy to capitalize on the expanded development potential of the organization and Network. This leader will foster a supportive, results-focused environment that includes clear goals, regular feedback and transparent accountability. The CDO will also work closely with our member camp Development Directors to align on individual and Network-wide opportunities and commitments.

The CDO will contribute greatly to the development of the organization's strategic plans, and will work closely with the Board of Directors, specifically the Advancement Committee and Nominating & Governance Committee, to oversee and execute our strategic revenue and fundraising priorities.

Collaborating with the CFO and Finance team, the CDO will oversee the fundraising budget and actively manage revenue risk and upside to ensure that operating budget objectives and strategic goals are met.

This is a dynamic and exciting opportunity for an experienced, strategic leader with vision and an ability to successfully execute goals. The ideal candidate is someone who has a proven track record of meeting and exceeding significant revenue goals around individual giving and corporate partners and who understands and has experience fundraising in the nonprofit space.

### **Essential Responsibilities:**

#### Development Planning and Team Leadership

- Create and implement the department's vision, strategy and annual operating plan, including revenue by channel and expense budgets.
- Direct and participate in fundraising efforts among corporations, foundations and high net worth / major donors to ensure sustainability of the Support Center and to benefit SeriousFun member camps and global programs.
- Oversee event planning and strategy to assure that the twin goals of raising more funds and broadening our brand awareness are met.
- Direct work on annual solicitations, engagement and stewardship of all donors, partners and supporters.
- Execute clear direction and goals for each member of the development team. Monitor progress against goals and provide regular guidance and support to the development team.
- Support and guide professional development and career pathing opportunities for Development team members.

#### Organizational Leadership

- Engage with Board members and SeriousFun camps to ensure new business development and prospect/pipeline-building to drive future growth
- Collaborate with the marketing and communications team to develop consistent, inspiring messaging and new strategies and efficient procedures to reach more potential donors through social media and other online platforms.
- Partner with the program team to identify funding needs and opportunities to support our camps and partner programs, and to engage a wider base of donor interests.
- Work with the finance team to track revenue progress, provide forecasts, monitor and mitigate risks, and build / execute the Network sustainability plan.
- Continuously evaluate existing efforts of team with an eye towards efficiency and improving practices.
- Focus on seeking out new relationships and vehicles for fundraising, with a passion for advancing the impact of the Network.
- Collaborate with Camp CEOs and Directors of Development to identify and cultivate existing camp donors looking for opportunities to build global partnerships with SeriousFun.
- Champion the advancement community within the broader organization.

**Key Competencies:**

- **Job-Specific Skills, Knowledge and Ability:** Demonstrates the application of job-specific technical skills, general knowledge, and/or abilities to add value.
- **Vision:** Takes a long-term view and builds a shared vision with others; acts as a catalyst for organizational change. Influences others to translate vision into action.
- **Strategic Thinking:** Formulates objectives and priorities and implements plans consistent with both short- and long-term interest of the organization in a global environment, capitalizes on opportunities and manages risks.
- **Creativity:** Ability to think creatively about how to effectively engage new donor audiences and bring new ideas to fruition.
- **Authority and Accountability:** Provides direction of processes, projects, programs, and people. Delegates responsibilities and decisions appropriately, with support of senior Development team members. Is accountable for results.
- **Critical Thinking and Decision Making:** Makes clear and timely decisions, and solves problems involving varied levels of complexity, ambiguity, and risk.
- **Planning and Organizing:** Defines tasks and milestones to achieve objectives and ensures the optimal use of resources to meet those objectives.
- **Interpersonal Skills:** Builds and maintains productive work relationships, collaborating with others to achieve common goals, while listening and communicating in a way that is inclusive, respectful and supportive of others.
- **Adaptability:** Adjusts behavior to work efficiently and effectively in light of new information, changing situations, and/or different environments.
- **Leadership:** Sets a positive example by encouraging and supporting collaboration and teamwork. Actively participates in the professional development of direct reports and team members. Exhibits humility, honesty and credibility while helping others achieve success.

**Personal Characteristics:**

The successful candidate will be a dynamic, energetic and experienced leader with the ability to build genuine relationships with a wide variety of people. He/she should be:

- Outgoing and straightforward; a skilled communicator who shares information freely and concisely, listens carefully, gives advice and feedback directly and respects the contributions and ideas of others.
- Well-organized and results-oriented with exceptional attention to detail and follow-through.
- Decisive and resourceful with the ability to anticipate and act on events and opportunities to advance the work of SeriousFun nationally and globally.
- Energetic and willing to work hands-on with staff and Board on both day-to-day activities and groundbreaking initiatives.
- A catalyst with vision who can create excitement and energy around the mission of SeriousFun.
- Emotionally mature with a sense of humor and the sensitivity to work effectively with a group of diverse personalities.
- Willing to travel locally, nationally and internationally as needed (up to 25%).

**Minimum Qualifications:**

- At least ten years of demonstrable success in fundraising leadership.
- The ability to lead, motivate and collaborate with a team of fundraising professionals, volunteers, consultants and network colleagues.
- A track record of developing new business, identifying new sources of revenue and securing major gifts.
- Prior experience and success in developing and managing major corporate and foundation partnerships.
- Experience working with a dynamic and active Board of Directors.
- Excellent verbal and written communications skills.
- Familiarity with fundraising information technology.

**Preferred Experience and Skills:**

- Experience in working in NGO's or other nonprofit organizations. Understanding of small-to- mid-sized nonprofits.
- Experience in fundraising within a federated structure; the ability to deliver value to independently-managed organizations while also providing the requisite support for centrally funded programs and operations.
- Experience with Blackbaud applications, including Raisers Edge.

*Compensation is commensurate with experience and relevant labor market comparisons.*

*To apply for this position, please submit your resume, cover letter and complete an application here <https://form.jotform.com/humanresources620/CDO>*