

Girl Scouts, Hornets' Nest Council : Chief Advancement Officer
Job Description

Who Are We:

Girl Scouts, Hornets' Nest Council is located in the Charlotte, NC area and serving nearly 8,000 girls and adults in eight counties across North and South Carolina. We have one focus, GIRLS! Our mission is to build girls of courage, confidence and character who make the world a better place.

Position Summary

The Chief Advancement Officer (CAO) oversees, provides leadership for, and is responsible for achieving

success in the fundraising, marketing, and communications initiatives and activities for the organization.

Expands Girl Scouts Hornets' Nest fundraising capabilities and elevates the fundraising goals.

Working closely with the team to include partnerships with the CEO, COO and Director of Programs, this position leads a multifaceted development and external affairs operation including major individual gifts, corporate sponsorships and grants, events, board and leadership volunteer development, annual giving, endowment and planned gifts, direct marketing, communications, marketing, and public relations.

Responsibilities:

The Chief Advancement Officer is responsible for setting the strategic direction of the development, marketing, and communication team, and for setting and achieving annual goals and priorities in accordance with Board priorities and the organization's strategic plan.

The CAO will be charged with personally developing, leading, and growing major individual gift activities.

Identifies, cultivates, solicits, and builds relationships with donors and prospects with the capacity to give five, six, and seven figure leadership level gifts. Works in close partnership with the CEO and members of the Board.

Designs strategies to engage donors, develops tailored proposals and engagement opportunities. Builds

a robust pipeline of potential donors through effective research and networking. Constant face-to-face,

telephone, and electronic communications with organizational supporters and prospects.

Provides energetic and visible leadership and motivation to the Board of Directors and other leadership volunteers. Works with the Board and CEO to develop and implement plans to recruit and involve leadership-level volunteers.

As one of the executive management, this position serves as one of the key leaders of the organization.

A strategic thought partner and a skilled collaborator, offers valuable insights and input on broad strategic discussions and builds bridges with other departments, partners, and stakeholders. Monitors progress toward goals for all campaigns. Shares regular updates on progress towards goals with senior management and the board.

Works closely with the Director of Finance and CEO and others on the development and monitoring of the annual budget.

Qualifications:

- Strong commitment to personal and team excellence.
- Track record of successfully raising funds, managing a team, and providing leadership to board, staff, and volunteers.
- Proven fundraising skills and knowledge, especially in the area of individual donor relationships.
- Exceptional relationship development skills, and a record of success at personally raising major gifts.
- Ability to think strategically and creatively, as well as to implement and follow-through.
- Experience leading teams to achieve ambitious objectives.
- Knowledge of the non-profit sector
- Ability to work under pressure, with grace and diplomacy.
- Excellent oral and written communication skills, and the ability to passionately communicate the impact of Girl Scouts Hornets' Nest work.
- Familiarity and comfort with development database systems.
- Ability to consistently exemplify the organization's guiding principles, upholding and reflecting organizational mission and values.

Diversity, Equity, Inclusion, Access & Advocacy Statement

Girl Scouts Hornets' Nest Council is committed to building a diverse staff that reflects the communities we work alongside, and we value equity and inclusion in our workplace. We encourage applications from individuals in all groups and communities, different walks of life, and those belonging to communities historically excluded. As an organization committed to making the world a better place, it is essential that we incorporate a diverse, equitable and inclusive lens into all aspects of our work. We encourage applicants with a global perspective and a commitment to values around diversity, equity, and inclusion to apply.