



CHIEF PHILANTHROPY OFFICER

ABOUT GRAND CANYON CONSERVANCY

As the nonprofit partner of Grand Canyon National Park, Grand Canyon Conservancy (GCC) raises private funds to enhance visitor experiences and conservation efforts in the park, operates eight retail shops featuring GCC publications, provides premier guided educational programs about the natural and cultural history of the region, and connects people to the park through a base of more than 21,000 annual supporters.

Through the generosity of individual, corporate, and foundation donors, GCC has funded significant park initiatives including restoration of the historic Kolb Studio, improvements to the renowned Bright Angel Trailhead, and construction of an energy-efficient greenhouse. During 2019, the Centennial year of the park, GCC will complete its first multi-year, \$15 million comprehensive fundraising campaign to restore historic canyon trails, protect the night skies above the Grand Canyon, expand youth educational programs, and enhance cultural resources such as the Desert View Inter-tribal Heritage site.

This is an exciting time at Grand Canyon Conservancy with an opportunity to drive a growing philanthropy program toward national and international reach and prominence. Guided by the Chief Executive Officer and talented board and staff, GCC is poised to increase support to the park by expanding relationships and engaging key stakeholders to achieve its strategic goals.

Key Facts

21,000 annual supporters
80 staff
\$15 million operating budget
6.4 million Park visitors

[Grand Canyon Conservancy](#)
[2019 Centennial Celebration](#)

Mission

**Inspire people to protect and enhance
Grand Canyon National Park
for present and future generations.**

Visit



THE POSITION

Grand Canyon Conservancy seeks an exceptional and experienced professional to lead and grow all areas of fundraising in support of its important mission. The Chief Philanthropy Officer (CPO) will provide the vision, leadership, and effective management of short and long-range strategic fundraising programs to build resources for Grand Canyon National Park priorities.

The CPO will oversee a comprehensive fund development program that includes annual giving, major gifts, grants, membership acquisition, digital fundraising, sponsorships, and planned giving. Serving as a member of the Executive Team, the CPO will contribute to organizational goals and objectives consistent with GCC's mission, vision, core values, and strategic goals. This position works closely with the Board of Directors, Grand Canyon National Park leadership, and GCC staff to strengthen a vibrant culture of philanthropy. The CPO reports to the CEO and manages a diverse philanthropy team of 10 staff.

RESPONSIBILITIES

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Chief Philanthropy Officer will work to achieve the following:

- Develop strong and collaborative working partnerships with all GCC staff, Board members, and park partners.
- Become knowledgeable and conversant in all aspects of GCC's mission, vision, values, programs, and plans to effectively describe, represent, and raise its profile and visibility to funders, partners, and the public.
- Serve as the thought partner and primary staff support to the CEO regarding her role in fundraising. Monitor and direct her efforts in stewarding existing relationships, and develop and support strategies to reach new prospective donors.
- Develop, manage, and motivate a high-performing Philanthropy team.
- Develop, implement, and communicate annual and long-range strategic fundraising plans to meet identified goals by building on existing programs and incorporating new opportunities including:
 - Increasing GCC's organizational capacity building;
 - Expanding and diversifying a national and international audience of supporters; and
 - Growing endowment and bequest contributions through a comprehensive planned giving program.



FUNDRAISING STRATEGY AND MANAGEMENT

- Stay current on national fundraising trends including digital engagement strategies and funding sources to position GCC ahead of major funding shifts or changes.
- Develop clear processes, systems, metrics, and performance measures to monitor and guide philanthropy program goals and efforts.
- Ensure Raiser's Edge database is managed for ongoing stewardship, moves management, and accurate reporting.
- Work collaboratively with Park staff to support project implementation requirements.
- Plan and carefully manage the Philanthropy budget; work closely with the Finance team to ensure alignment of Philanthropy goals and projections with financial allocations, strategies, reporting, and planning.
- Partner with Marketing and Communications to create consistent, appropriate messaging to engage constituents.

DONOR ENGAGEMENT

- Achieve annual and long-term funding goals by working with individuals, foundations, and corporations.
- Develop and manage a personal portfolio of 30-50 current and prospective donors.
- Oversee the development and implementation of a long-term stewardship program aimed at cultivating deeper ties with donors.
- Ensure the integrity of donor relationships and philanthropic agreements. Provide regular reports on the impact of philanthropy to key stakeholders.

ORGANIZATIONAL LEADERSHIP AND TEAM DEVELOPMENT

- With the Executive Team, identify opportunities for GCC to leverage cross-program strengths to drive engagement, increase awareness, take advantage of new opportunities, and address organizational challenges.
- Maintain a flexible leadership style that empowers staff through active communication and delegation.



BOARD RELATIONS AND DEVELOPMENT

- Provide a high level of support to board members to help them cultivate and build high-impact relationships that support current and future organizational goals.
- Advise the CEO, Board of Directors, and Park leadership on fundraising policies, procedures, issues, and trends related to working with the National Park Service.
- Work closely with the Philanthropy Committee Chair to identify key opportunities and challenges, set agendas, and ensure follow-up on committee action items.

QUALIFICATIONS

The ideal candidate will bring proven experience and knowledge in all aspects of nonprofit philanthropy including annual fund, membership acquisition and development, campaign, major gifts, foundation and corporate giving, digital fundraising, and planned giving, and will possess most of the following qualifications:

- Seven years' experience in formulating and executing successful, comprehensive philanthropy programs within a nonprofit organization.
- Proven success in managing a major gifts prospect portfolio, securing multiple six to seven-figure gifts from individuals, foundations, and corporations.
- Knowledge of the legal/ethical framework and current trends in all aspects of nonprofit philanthropy.
- Successful experience as a partner to the CEO and Board of Directors with the ability to manage up and across an organization.
- Passion for the mission of GCC and the natural world.
- Excellent oral and written communication skills including the ability to communicate complex ideas and concepts in a clear, concise, accurate, respectful, and effective way.
- Strong leadership and supervisory skills. Ability to hire and develop a team of high-performing fundraising professionals, and the ability to motivate, influence, and hold a team accountable to high standards, aggressive goals, and tight deadlines.
- Experience successfully managing a remote team of professionals.
- Desire and ability to think creatively and thrive in a fast-paced, dynamic, evolving, and growing environment.



- Solid financial acumen and experience working with a finance team.
- Experience with fundraising database programs (Raiser's Edge preferred), as well as MS Office, PowerPoint, and other standard office software; online advocacy tools experience a plus.
- A style that is collegial, team-oriented and flexible, with a sense of humor, strong self-awareness, focused energy, and a collaborative, proactive approach.
- Prior work with public lands, conservation, or environmental organizations highly desirable.
- Willingness to frequently travel throughout the U.S. to meet current and prospective donors.
- Bachelor's degree in related field; Masters in nonprofit or business management preferred.

APPLICATION

GCC has retained Campbell & Company to conduct this search. The team for this project includes Kris McFeely and Alexandra Catuara. To be considered for this opportunity, please send a letter of interest and resume to:

ALEXANDRA CATUARA

Associate Consultant, Executive Search

anc@campbellcompany.com

(312) 506-0060 direct



1 East Wacker Drive, Suite 2100
Chicago, IL 60601

Grand Canyon Conservancy is an equal opportunity employer.

GCC is dedicated to the principles of equal employment opportunity. We prohibit unlawful discrimination against applicants or employees based on age 40 and over, race, sex, color, religion, national origin, disability, military status, genetic information (including results of genetic testing), or any other status protected by applicable state or local law.