

Director of Development

The Anti-Cruelty Society
Chicago, Illinois

Our mission is building a community of caring by helping animals and educating people.

The Anti-Cruelty Society is seeking an innovative development/fundraising leader—or someone with the ambition and talent to become one—to achieve a quantum leap in development performance building on a solid foundation of committed donors to a venerated organization that is 120 years old with new leadership intending to achieve peerless levels of impact utilizing the human/animal bond to change the world.

The Organization

The Anti-Cruelty Society has been at the forefront of animal welfare and humane education since its founding in 1899.

The celebration of the Society's 120th anniversary included both a reconfirmation of our core commitment to be *An Open Door to Compassion*—never turning an animal away, and the beginning of a bold and courageous planning process to envision and achieve an even more impactful future. The organization begins the next chapter in its long history with very strong foundations extant in vibrant organizations: an engaged board of directors, a passionate and committed staff with an unusually high average tenure of service, a solid financial base far greater than not-for-profit best practices, a large and loyal donor base, and a broad array of services.

The current operating budget is \$8.7 million. Development and fundraising revenue (not including bequests) is \$3.8 million.

The vanguard of animal welfare is expanding life-saving services beyond traditional boundaries and buildings into communities where services are not present but most needed. The Anti-Cruelty Society is poised to take a leadership position in this enterprise as it embarks upon **Imagine 125, Our Envisioned Future**, a dynamic process of planning the future of the organization. The aspirations of the organization will require significant growth in development revenue.

The Position

Reporting to the Vice President of Mission Advancement (Chief Advancement Officer/Chief Marketing Officer), the Director of Development will serve as the lead fundraiser, development strategist and planner. With strong support from the VP of Mission Advancement and the President/CEO the Director of Development will be a key player in envisioning and achieving the future growth and development of the organization. This position will lead a growing team of development professionals and serve as a member of the President's Council, the Society's senior leadership team. The position is supported by a strong and talented marketing and communications team.

5/22/2019

Significant Expectations

- Envision, plan, and lead a dynamic, cutting edge development operation and team to fund the expanding impact to which the organization aspires and achieve the full development/fundraising potential of the organization.
- Commitment to developing and using data to support donor acquisition and moves strategy while bridging different fundraising channels from online digital asks to direct donor stewardship.
- Build, lead, train, support, and hold accountable a staff of energetic, committed development professionals.
- Ensure the highest level of donor stewardship, settling for nothing less than delighted donors.
- Build a peerless donor acknowledgement and communication operation.
- Concentrate on major gift expansion.
- Improve stewardship and friend raising with individuals and corporate partners.
- Re-energize a dormant planned giving effort ensuring the future financial health of the organization.
- Fully utilize state-of-the-art fundraising tools for peer-to-peer and social media-based giving.
- Build a committed core of new-generation donors.

Key Personal Qualities and Abilities

- A compelling drive to present opportunities for making an impact to current and prospective donors with a passion for *making the ask*.
- Superlative leadership skills and the ability to inspire peak performance.
- Vision and the ability to commit vision to action and outcomes.
- A commitment to collaboration, cooperation, and collegiality within the organization and in the community.
- A skilled communicator, both written and oral, who shares impactful stories that inspire people to act.
- Never being satisfied with the status quo with a passion for continuous improvement.
- A commitment to continuous personal and professional growth.

Qualifications

- Bachelor's Degree
- Five years related experience in not for profit development or relationship-based sales.
- Knowledge of the Chicago philanthropic community preferred.
- Proficiency with Blackbaud Raiser's Edge or equivalent fundraising or CRM software.

Please note that a comparable combination of education, experience or training that would provide the level of knowledge, skills and ability required may qualify an individual.

Please submit a letter of interest, including salary expectations, a writing sample and a resume for consideration. Pay will be commensurate with experience and ability. **Please note that applications that do not include all required documentation will not be considered.**

Direct all applications to:

The Anti-Cruelty Society
ATTN: Meshia Burrell, Director of Human Resources
157 West Grand Avenue
Chicago IL 60654
Facsimile: (888) 391-0164
E-Mail: resumes@anticruelty.org
No phone calls please

The Anti-Cruelty Society is an equal opportunity employer