



Boyden Executive Search Contact

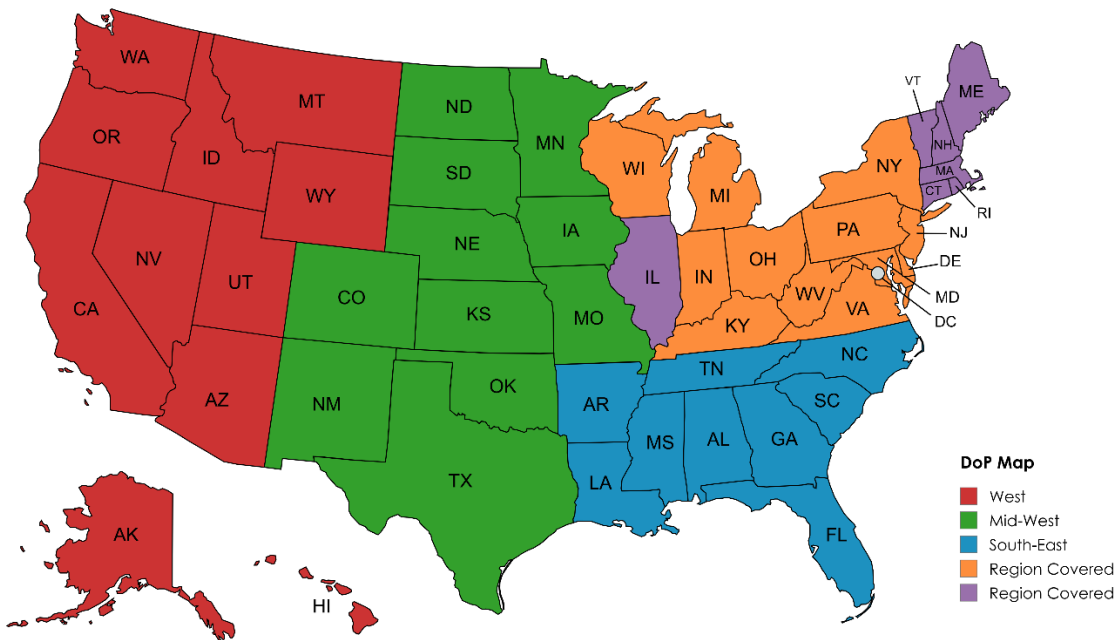
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Position Summary

The Director of Philanthropy is an essential member of the Advancement Team, responsible for enhancing the high-level individual investor program thereby increasing the support for the mission of the Marine Corps Scholarship Foundation. The Director of Philanthropy will maintain a portfolio of major gift investors and prospects and is responsible for developing strategies tailored to each investor to strengthen their commitment to the Foundation’s mission.

There are three regional positions available. Regions include: West, Midwest, and Southeastern United States.



Essential Duties and Responsibilities

- Grow and manage a pipeline of investors with major giving capacity (\$25K+) while maintaining a portfolio of 150 active investors and prospects.
- 150 donor meetings annually, including virtual meetings.
- Goal of raising \$500,000-\$1 million in the first year and then \$1.5+ million annually.
- Solicit and close 5 and 6 figure gifts to support mission objectives and initiatives.
- Develop and achieve short and long-term fundraising goals and strategies within your region with members of the C-suite and Advancement Department.
- Utilize prospect research tools to identify and prioritize relationships for cultivation to build a major gift portfolio of first-time and renewal investors. Utilize the moves management system to ensure investors are giving to their capacity.
- Identify, cultivate, and steward major gift prospects and investors through meetings, face-to-face interactions, phone calls, and e-mails to increase engagement and to maximize philanthropic support.
- Work in collaboration with the National Events Program staff and event committee chairs to connect major gift prospects and facilitate investor involvement with Foundation events.
- Prepare and distribute solicitation materials including proposals, gift intention agreements, solicitation letters, and other materials as needed.
- Actively travel to engage with current and potential investors.
- Contribute to the overall success of the Foundation's mission and vision by performing other duties as assigned.

Education and/or Experience

- Minimum of 5+ years of development, fundraising, and stewardship experience in a nonprofit, or equivalent sales experience.
- Successful experience working with individual investors and personally closing 5- and 6-figure gifts.
- A bachelor's degree is preferred, or an equivalent combination of education and work experience.

Preferred Experience

- Successful experience working with individual investors and personally securing 7-figure gifts.

Required Skills and Abilities

- Commitment to the Foundation's mission and core values of teamwork, trust and integrity, and drive and enthusiasm for results.
- Familiarity with best practices for investor portfolio management, including identification, qualification, cultivation, proposal discussion, solicitation, and stewardship.
- Demonstrated ability to marshal best practices, ingenuity, and entrepreneurial skills to develop a complete set of approaches to expanding an investor base.
- Ability to work in a team environment with autonomy, take initiative, and be proactive.
- Excellent interpersonal skills with an ability to engage effectively with a wide range of audiences through written and verbal communication.
- Must have a professional demeanor and the ability to handle confidential information.

- Demonstrated skills in understanding and utilizing a CRM database, Microsoft 365, SharePoint, Outlook, Word, Teams, PowerPoint, and advanced Excel.

Working Conditions

- Headquarters located in Alexandria, VA. This position is eligible for remote work.
- Must be able to travel 40-50% of the time, primarily but not limited to the assigned region; quarterly visits to the Headquarters office in Alexandria, VA are also required.
- Flexibility to work outside of business hours (evenings and weekends) as needed to accomplish job responsibilities.

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About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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