



Chief Philanthropy Officer

Who We Are:

Our mission at CASA of Collin County is to recruit, train, and support court appointed special advocates (CASA's): community volunteers who advocate for the best interest of children in the foster care system who need safe, permanent homes. As such, we envision a world where children who experience abuse and neglect are given the opportunity to thrive.

Core to our identity are our organization's values—justice, humility, hope, and connection.

We are an Equal Opportunity Employer, and our employees are people with different strengths, experiences, and backgrounds who share a passion for changing the lives of children in foster care for the better. Diversity not only includes race and gender identity, but also age, disability status, veteran status, sexual orientation, religion, and many other parts of one's identity.

Position Summary

The Philanthropy Officer will manage corporate, major, and planned giving for CASA of Collin County. They will look for opportunities to engage supporters with CASA's mission, and actively participate in acquiring resources that meet the needs served by the organization, as well as use best practices to cultivate philanthropic relationships that will set up financial stability for the future.

The ideal candidate is relatable and a great storyteller that focuses on relationships and follows a sales-driven philanthropy process. They aren't afraid to ask for financial support, have fantastic follow-through, and continuously document and report their progress. They'll also have good problem-solving skills, and the ability to work collaboratively with a wide variety of community partners and supporters.. They will cultivate individual and philanthropic support by establishing and implementing the infrastructure needed to grow to a \$2M budget through the solicitation of major gifts, federal, state and county grants, special events, and corporate and foundation support. This individual will expand and diversify CASA's donor base/pipeline and work closely with other team members to secure funding for new initiatives. In addition, the individual will work closely with the Board of Directors to develop fundraising goals and strategies that align with the organization's mission, vision, and strategic plan.

RESPONSIBILITIES:

- Act as primary point of contact for funding, donations, and fundraising event inquiries.
- Grow major gifts program including identification, cultivation, and solicitation of existing and new major donors.
- Identify and steward prospective donors on a continual basis to establish strong relationships, secure funds and maintain consistent and on-going communications.

- Make public appearances and accept speaking engagements to share information about CASA of Collin County within the community.
- Direct annual fundraising drives.
- Develop, implement, and manage fundraising strategies for the annual development plan, including budgets, goals, and objectives.
- Manage and lead the Philanthropy team, including the training, monitoring performance, and project management.
- Research, apply and secure a diversified portfolio of revenue sources to ensure a steady and sustainable support stream.
- Oversee donor database and all fundraising platforms.
- Oversee branding and consistency of messaging in all organization materials. Including developing compelling donor communications and marketing materials for annual campaigns and events, crafting targeting appeals that drive support.
- Monitor/analyze fundraising data to evaluate performance and adjust strategies as needed to increase donor engagement and retention; make data-driven decisions that help achieve fundraising goals.
- Create and maintain gift recognition programs.
- Perform other related duties as requested.

SKILLS/QUALIFICATIONS:

- Commitment and understanding of CASA's mission, vision, and values.
- Three to five years of successful, relationship-based, sales or fundraising experience.
- Strong verbal communication skills with the ability to translate complex ideas and programs into clear and compelling narratives.
- Demonstrated computer skills including proficiency with CRM style databases.
- Creative problem-solving skills.
- Capacity to work both independently with little supervision and collaboratively in a team-oriented environment.
- Ability to maintain a high level of confidentiality.
- Complete CASA training within one year of hire.

This is a full-time salaried position plus benefits. Salary competitive/commensurate with experience and other qualifications.

Please email resume with cover letter and salary requirements to Tricia Clifton, CEO & President, at HR@casofcollincounty.org. **Incomplete requests will not be considered.** No phone calls please.