



Director of Annual Giving

Imagine having the opportunity to create a meaningful employment experience, one that is mission based, meets your career goals and your desire to do socially responsible work. A career where you are a member of a vibrant, inclusive movement dedicated to making the world a better place by teaching all girls leadership skills. What type of organization would you choose?

For more than 100 years, Girl Scouts of the Commonwealth of Virginia (GSCV) has helped girls develop the skills and confidence they need to succeed in every area of life. In Girl Scouts, girls learn what it takes to be a leader. The leadership development program for girls is based on the Girl Scout Leadership Experience model, which allows girls to discover a positive value system and a strong sense of self, connect with others, build healthy relationships, identify causes that are meaningful, and take action to make the world a better place.

GSCV is adding a Director of Annual Giving to the dynamic team. As a key leader of the council development team, the Director of Annual Giving, in partnership with the Chief Development Officer (CDO), collaborates to meet the council's financial goals and objectives. The council development team continuously cultivates and maintains positive relationships among the council leadership, membership, and the philanthropic community to increase public awareness and increase support of the Girl Scout program. Within this cooperative framework, the Director of Annual Giving has primary responsibility for the Annual Fund to include solicitations, stewardship of annual donors, and identification of donors who could be cultivated for major gifts to systematically strengthen the council's overall fundraising capacity.

Candidate should have at least seven years of directly related work experience and five years of leadership experience, minimum three years of upper management experience in fund development with an excellent track record in annual giving programs and some experience in securing major gifts. Demonstrated ability to foster cross-functional collaboration, inclusion, and integration for success. Proven grant-writing expertise. Strong organizational and time management skills with exceptional attention to detail and excellent verbal and written communication skills.

For full description and application, see the employment section of our website at <http://www.comgirlscouts.org>. Please email application, cover letter, and resume to hr@comgirlscouts.org by January 31, 2024.

Girl Scouts of the Commonwealth of Virginia does not discriminate on the basis of race, color, creed, religion, gender, age, disability, national origin, citizenship, marital status, genetic information, sexual orientation, or any other legally protected status. GSCV supports affirmative action in all aspects of employment and will make reasonable accommodations for physical and mental limitations of applicants when necessary.



Job Title: Director of Annual Giving
Department: Development
Reports To: Chief Development Officer



Council Overview

Girl Scouts of the Commonwealth of Virginia serves over 12,000 members: over 7,000 girls with 5,000 adult volunteer members. Girl Scouts is the world's preeminent leadership development organization for girls, building girls of courage, confidence, and character, who make the world a better place.

Job Summary

As a key leader of the council development team, the Director of Annual Giving, in partnership with the Chief Development Officer (CDO), collaborates to meet the council's financial goals and objectives. The council development team continuously cultivates and maintains positive relationships among the council leadership, membership, and the philanthropic community to increase public awareness and increase support of the Girl Scout program. Within this cooperative framework, the Director of Annual Giving has primary responsibility for the Annual Fund to include solicitations, stewardship of annual donors, and identification of donors who could be cultivated for major gifts to systematically strengthen the council's overall fundraising capacity.

Essential Functions: (This list may not include all the duties assigned.)

- Collaborate with the Chief Development Officer (CDO) to develop and implement the Council's contributed revenue strategy.
- Actively work with the CDO and leadership team to develop and implement a comprehensive development strategy to include corporate, foundation, government grants, etc.
- Have primary responsibility for annual giving to include identification of prospects, solicitations using multi-channel approaches, gift acknowledgement process, and ongoing donor stewardship.
- Research funding sources and trends to help the council to capitalize on new opportunities and trends in annual giving.
- In partnership with CDO, develop and implement a stewardship program aimed at cultivating deeper ties with donors.
- Monitor and report regularly on the progress of the annual giving program.
- Develop a depth of knowledge regarding the design of the Girl Scout Leadership Experience and can easily articulate to any stakeholder the virtues of the organization.
- Actively participate in the development of environments that foster diversity, equity, inclusion, and access through words, actions, and attitude.
- Perform other duties as necessary or assigned.

Education, Experience and Skills:

- Bachelor's degree or equivalent experience.
- 7 years of directly related work experience and at least 5 years of leadership experience.
- Minimum 3 years of upper management experience in fund development with an excellent track record in annual giving programs and some experience in securing major gifts.
- Demonstrated ability to foster cross-functional collaboration, inclusion, and integration for GSCV success.
- Proven grant-writing expertise.
- Strong organizational and time management skills with exceptional attention to detail.
- Excellent verbal and written communication skills.
- Experience with Donor Perfect or similar donor software program desired.

Physical Requirements: The physical demands described are representative of those that must be met by an employee to successfully perform the essential functions of this job. The employee must be able to withstand:

1. Prolonged periods sitting at a desk and working on a computer.
2. Operate office equipment manually.
3. Must be able to lift and/or move up to 25 pounds at times.