



**Community Foundation of Broward
Senior Director Philanthropic Services**

Results-Based Expectations

Reports To: Vice President, Philanthropic Services
Position Type: Full-time, professional exempt
Closing Date: Open until filled
Submit Cover letter & Resume to: resumes@cfbroward.org

ABSOLUTELY NO RECRUITERS

Position Summary:

Community Foundation of Broward seeks a goal-driven candidate who possesses outstanding relationship skills, outstanding writing and communications skills, a proven track record of securing large scale investments/major gifts, and a deep commitment to developing philanthropic resources for our Broward Community. This is an exceptional opportunity for a professional who is passionate about positively impacting the lives of those in our community by inspiring others to invest generously to make Broward better.

The Senior Director of Philanthropic Services primary functions are to help significantly grow the Community Foundation of Broward's assets including identifying, cultivating and soliciting: Current Donors to add to their Funds and include the Foundation in their estate plan; and Prospective Donors for new current and planned gifts. This individual's development work is key to Community Foundation of Broward's ability to raise \$50 million annually.

RESULTS-BASED RESPONSIBILITIES

Build and Grow Funds:

- Close new gifts to current donor Funds: Identify, cultivate and solicit current Fundholders to add new gifts to their charitable Funds.
- Close gifts to create new donor Funds: Identify prospects and create and implement cultivation strategies that result in new gifts.
- Grow the planned gift pipeline by \$20M per year by asking prospects to include the Community Foundation in their estate plan and provide documentation of their intentions.

Attract Partners to Foundation Work

- Elicit referrals from professional advisors through effective strategy development, implementation, active solicitation, engagement, and stewardship. Build competencies and

comfort with philanthropy conversation, serving as their trusted resource on philanthropy solutions and satisfaction with our ability to help their client.

- Motivate and inspire our constituents to provide referrals (staff, current donors, Board, past Board, advisors, etc.).

Deepen the Department's Philanthropic Expertise:

- Develop effective tools to support major gift cultivation and solicitation
- Represent the Foundation in the community as liaison for professional advisor associations and events.
- Be the organization's knowledge center for charitable giving options that attract larger donors.
- Be a strong advocate and knowledge center on high net worth individual preferences, philanthropic planning tools and Foundation services.
- Be a knowledge center on CFB work by internalizing and emulating the mission, vision, values of CFB; knowing the history, accomplishments programs and direction of the Foundation; Stay abreast of trends in the community foundation field; and stay current in professional reading.

Our Vision: We are a community where people feel connected and are actively engaged to make Broward better.

Our Mission: To provide leadership on community solutions and foster philanthropy that connects people who care with causes that matter.

Our Values:

Lead Boldly

- Spark innovation and take prudent risk
- Set the standard and rise to meet the challenge
- Honor, respect and embrace diverse perspectives

Bring out the Best

- Value and foster talent
- Apply what we learn
- Be resourceful and commit to getting results

Unite our Community

- Inform
- Empower
- Connect

The Community Foundation of Broward is the leading philanthropic force in Broward and the “go to” place on philanthropy. We help individuals, families and organizations create personalized charitable Funds that create game changing philanthropic impact. We are strong and stable as evidenced by our 33 year history and rank within the nation's top 100 community foundations. Our world-class fiduciary has overseen growth of \$173 million in assets and \$89 million in grantmaking since inception. The philanthropic expertise and deep community knowledge of our

Board and staff informs, empowers and connects individuals to the causes that matter to them and our community.

Located in downtown Fort Lauderdale in the heart of Las Olas Blvd., the Community Foundation is an equal opportunity employer, actively committed to building a diverse staff and creating an inclusive environment for all employees.

Candidates should email a letter of interest and resume to resumes@cfbroward.org

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

For future job postings, follow us on:

Facebook.com/StrategicPhilanthropy

Twitter: @StratPhil