

## Job announcement



### Executive Director of Philanthropy, East Region

**Location:** New York City, hybrid.

**Reporting to:** Associate Vice President, Philanthropy

**Manages:** 6+ major gifts fundraisers

**Annual salary:** \$170,000-190,000

**Status:** Full-time

**Contract type:** Permanent

**Candidate level:** Senior executive

#### **Background**

[CARE](#) works around the globe to save lives, defeat poverty, and achieve social justice. We seek a world of hope, inclusion, and social justice, where poverty has been overcome and all people live with dignity and security.

CARE puts women and girls in the center of our efforts because we know that we cannot overcome poverty until all people have equal rights and opportunities.

At the end of World War II, American charities banded together to send food rations to Europe that became the world's first CARE Packages, and an American symbol was born. For over 75 years, CARE has led the way to a better life for the world's most vulnerable people. This year, CARE and partners worked in [111 countries](#), reaching more than 174 million people around the world through 1,600 projects.

#### **Purpose of Role**

The Major Gifts and Planned Giving program for CARE is responsible for securing over \$70 million annually from generous philanthropists to combat poverty and respond to humanitarian crises worldwide.

Reporting to the Associate Vice President of Philanthropy, the Executive Director of Philanthropy, East Region will provide strategic leadership to advance all aspects of CARE's Major Gifts program and supervise and mentor a team charged with growing CARE's



relationships and revenue amongst high net worth individual and family philanthropists in the Eastern region of the United States. This senior fundraiser also manages an active and strategic portfolio of prospects and donors for cultivation and solicitation.

This is a rare opportunity for an accomplished fundraiser, expert manager, and confident leader to join CARE's high-performing development team in a senior role. The ability to serve as a valued partner and effective driver for CARE's continued growth and evolution in key markets, particularly in the New York City area and the Northeast region broadly, is essential.

Candidates who bring the requisite experience and qualities necessary to help realize CARE's ambitious philanthropic goals are strongly encouraged to apply.

This position is based in New York City but hybrid in nature with a combination of remote work and weekly days in the New York City office.

#### **Primary responsibilities**

- Develop, implement, and oversee a comprehensive major gifts program that reflects industry best practices and advances CARE's mission and goals.
- Lead, manage, build, and grow a team of 6-8 experienced and high-performing major gift fundraisers, setting performance expectations and partnering with them on strategy, feedback, support and coaching to achieve outcomes.
- Build CARE's prominence and position in key markets with a particular focus on New York City and the surrounding area to grow CARE's market share and relationships with philanthropists and philanthropic advisors and influencers in the market.
- Lead by example by managing a strategic portfolio of donors and delivering critical funding for CARE's mission by building a strong pipeline and securing 6+ figure gifts. In partnership, lead a team securing \$25M+ annually with growth goals in upcoming fiscal years to meet organizational priorities.
- Work cooperatively and collaboratively with CARE's C-suite leadership, board of directors, team leadership, peer Executive Directors, and other team members, including our Planned Giving team, to build strategies, opportunities, and solicitations.
- Co-lead fundraising efforts with the corporate and events team for CARE's annual Impact Awards gala hosted in New York City to maximize the opportunity and investment.
- Monitor and analyze internal results and external trends. Provide regular reporting for key performance indicators, fundraising, and forecasting. Influence business rules, systems, and procedures to improve workflow, data integrity, and efficiency.
- Retain and build talent by actively investing in and growing a confident, collaborative, courageous team of fundraisers.
- Foster and model CARE's commitments to inclusivity, belonging, equity, and cultural competency.

## **Profile**

### ***Experience***

- At least 10 years of fundraising experience in Major or Principal Gifts with increasing levels of responsibility and supervisory experience required. Experience with leadership and campaigns highly desired.
- Comfort and fluency with Salesforce or other fundraising CRM.

### ***Skills***

- Ability to meet deadlines, manage multiple responsibilities and priorities and achieve impact and results under pressure.
- Strong interpersonal and relationship-building skills. Evidence of strong analytic skills and strategy development.

### ***Personal traits desired***

- Commitment to the mission of CARE and passion for mentoring fundraising professionals.
- Willingness and ability to travel to meet with donors, visit CARE field offices and projects, and attend events, staff meetings, and retreats as needed.

### ***Qualifications***

- Bachelor's Degree or equivalent combination of work and educational experience.

## **To apply for the post**

Please send a letter of application no more than one page outlining your motivation for the job and when you would be able to start with your CV/resume, maximum two pages in English and in strict confidence by email only to Isabel Leal at [isabel@darylupsall.com](mailto:isabel@darylupsall.com).

Please ensure that they are sent as pdf documents with the titles “your name cover letter” and “your name CV” Please put “CARE-ED Philanthropy” in the email subject line. Also please let us know where you saw the post advertised.

**The deadline for applications is Sunday 12<sup>th</sup> of March 2023**

*Daryl Upsall International actively promotes equality, diversity, and inclusion. In recruiting candidates, we seek candidates with the proven skills required, irrespective of race, gender, religion or belief, age, disability, or sexual orientation.*