



## CHIEF DEVELOPMENT OFFICER

The SBCC Foundation is seeking a Chief Development Officer to join our strong and growing team. With assets of approximately \$90 million and a full-time staff of twelve, our next Chief Development officer will play a crucial role in leading the SBCC Foundation to the next level.

### WHO WE ARE:

The **SBCC Foundation** is a national leader in community college philanthropy. Since 1976 it has provided Santa Barbara City College with private support, serving as the vehicle through which individuals and organizations may invest in the college and its students. As an independent 501(c)(3) non-profit organization, the Foundation distributes more than \$5 million annually for student success programs (such as the SBCC Promise, offering all recent local high school graduates the opportunity to attend SBCC full-time at no cost), scholarships, book grants, and other critical needs of the college. The SBCC Foundation fuels the excellence of Santa Barbara City College by engaging the community, building relationships, and inviting the generosity of donors. The resources raised and managed by the Foundation enrich college programs, remove barriers, and empower students to succeed as they prepare for careers, transfer to four-year universities, and pursue lifelong learning goals.

### THE ROLE:

The **Chief Development Officer** leads the fundraising work of the SBCC Foundation through strategic thinking, relationship-building, and team management. As a member of the executive team, they partner with the Foundation leadership to ensure that that the SBCC Foundation continues to grow and stretch to serve the evolving needs of our college and community.

### WHAT YOU WILL CONTRIBUTE:

- Support and partner with the CEO and Board of Directors to engage and retain donors, move donors up in their giving levels, and diversify the donor base with an emphasis on major gifts and planned giving.
- Develop and execute strategic fund development plans that expand and diversify the organization's donor base and pipeline by creating creative and effective opportunities to cultivate and steward consistent, long-term philanthropic relationships.
- Manage and grow annual support from a portfolio of major donors.
- Lead, manage, mentor, and nurture the skills and talents of the development team with the goal of engaged, motivated, and high-performing team members.

- Produce financial, impact, and other reports for key partners and constituencies, including donors and the Board of Directors.
- Work collaboratively across the organization to ensure financial, programmatic, and donor obligations are met or exceeded.
- Represent the organization in the community, build relationships, and grow awareness of its mission and programs.
- Oversee development operations, including accurate and strategic use of the donor database (Raiser's Edge), timely gift entry and acknowledgment, pledge management, prospect and other research, appeal and event management, and training as needed.

**HOW YOU WILL SUCCEED:**

- Collaboration and Inclusivity – Work with employees and volunteers from across the college, foundation, and community, and gain their trust, cooperation, and support; be an excellent team player who models collaborative work behaviors.
- Communication – Effectively transfer thoughts and expresses ideas orally or verbally in individual and group situations; share information openly and frequently and keep others well informed; keep the CEO well informed of work progress in meeting objectives; use effective listening skills to gain understanding from others; possess highly developed written skills.
- Drive for results – Demonstrate commitment to achieving results against internal and external standard of excellence; show a passion for continuous improvement.
- Initiative – Do more than what is required or expected in the job; do things that no one has requested that will improve or enhance the operation, avoid problems, or develop opportunities; plan ahead, anticipate challenges, and take appropriate action; do what it takes despite resistance.
- Problem Solving – Build a logical approach to address problems or manage the situation at hand by drawing on your knowledge and experience base, and calling on other resources as necessary.
- Highest ethical standards – Demonstrate commitment to the highest ethical standards as articulated in the Association of Fundraising Professional's Code of Ethics
- Passion – Demonstrate commitment to the organization's mission and passion for the unique role that community colleges play in creating equitable access to higher education in the United States.
- Flexibility – Be flexible and adaptable to changing needs and priorities as expressed by Santa Barbara City College.

**WHAT YOU BRING TO THE TABLE:**

- At least 10 years of experience (more preferred) working with donor constituencies to secure financial and other resources to benefit mission-driven organizations.
- Solid track record as a successful fundraiser, including personally cultivating and securing major gifts (\$10,000+) and building a pipeline of prospects and donors to grow overall donor and revenue base.
- Excellent written and oral communication skills; ability to develop meaningful donor relationships and to articulate a compelling case for support across a broad universe of donors and multiple communication channels.
- Demonstrated experience planning and executing fundraising campaigns to secure extraordinary financial support for organizational growth, program development, and/or capital projects.
- Strong understanding of planned giving, including the types of financial vehicles donors may use and the ways to market and secure these gifts.
- Proven experience planning and executing fundraising events, including securing sponsorships and other financial support, skillfully working with volunteers, and creating a mission-focused program.
- Demonstrated success in building and leading teams that cultivate connections, foster collaboration, and build a culture of trust within the development department, across the organization, with campus partners, and with external/community stakeholders.
- Demonstrated ability to use data to drive strategy, decisions, and annual and multi-year fundraising plans in order to meet growth objectives.
- Proficiency in the use of donor databases and related technology.

**TO APPLY:**

Send a cover letter and resume to [morris@sbccfoundation.org](mailto:morris@sbccfoundation.org).

No phone calls, please.

Position is open until filled.

The SBCC Foundation offers competitive compensation (based on experience) and excellent benefits.

References and other materials may be requested at a later date.