



EXECUTIVE SEARCH OPPORTUNITY PROFILE

For the position of:
Major Gifts Manager

Safari Club International
Foundation

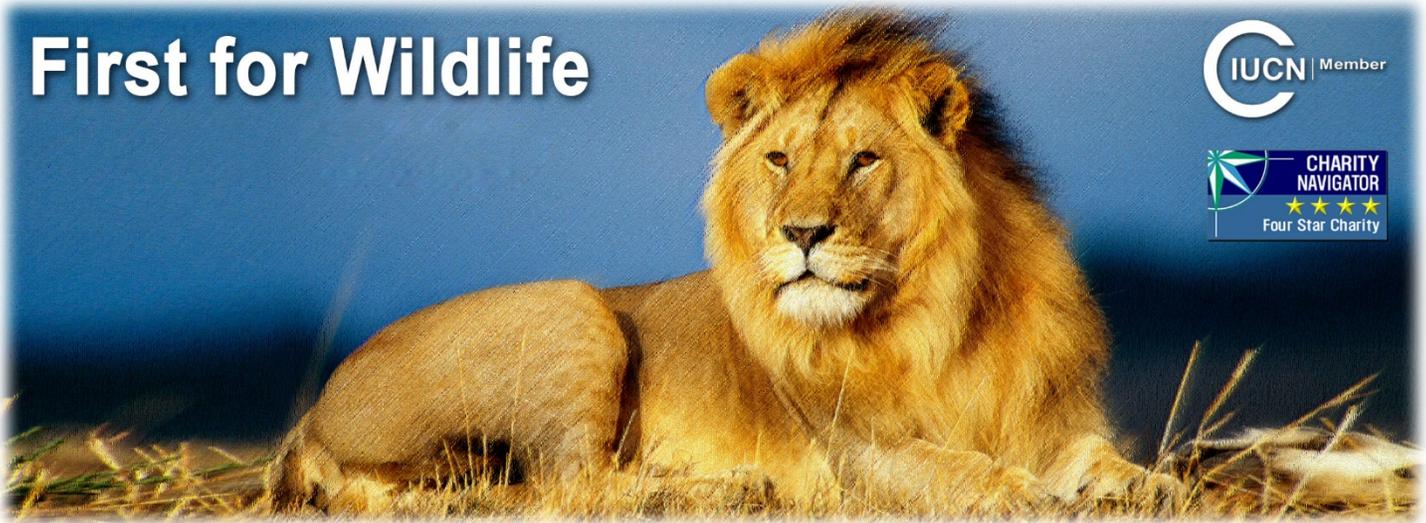
September 2018



**executive
search &
recruitment**

ADVANCING NONPROFITS

First for Wildlife



SUMMARY OF THE OPPORTUNITY

This is a unique opportunity to be a part of a globally known and well-respected wildlife conservation and outdoor education leader. Safari Club International Foundation's (SCIF) focus is to ensure the best available science is an integral part of wildlife policy and management and demonstrates the constructive role sustainable-use conservation and educated hunters play in conserving our biodiverse environment worldwide. In doing so, SCIF invests millions of dollars into wildlife conservation, education, and humanitarian programs annually. As demand for additional involvement and support continue to grow, there is a need to develop new sources of revenues through major giving programs and initiatives. As a result, SCIF seeks to strategically recruit candidates with proven success executing funding strategies to bolster existing and new high-level major giving in a sustainable manner.

THE ORGANIZATION

Since its establishment in 2000, the Safari Club International Foundation has served to meet its objectives and in support of the mission of its sister organization, Safari Club International (SCI) through funding conservation, education and humanitarian programs and projects. Its mission as stated is "...to fund and direct wildlife programs dedicated to wildlife conservation and outdoor education. As such, SCIF's focus is in three primary areas to include:

- Conduct and support scientific/technical studies in wildlife conservation ensuring wildlife management and sustainable use hunting programs are scientifically sound and have the desired positive impact in preserving biodiversity worldwide;
- Promote education in wildlife conservation, ecology, and natural resource programs;
- Provide humanitarian programs to ensure those less fortunate can participate in and enjoy sustainable use hunting and outdoor opportunities.

Over the past 17 years, SCIF has become the voice of conservation and sustainable use hunting throughout the world, providing scientific expertise and funding in excess of \$60 million. Through partnerships with governmental, private and business organizations as well as educational opportunities through the American Wilderness Leadership School and the

International Wildlife Museum, SCIF continues to be the leader in developing and funding programs that work. Their commitment to the ideals stated in their mission statement have enabled them to be a sought-after partner. The Foundation was realigned in 2010 as a separate entity to enable it to achieve its funding and programs goals more effectively.

This work continues today with a number of investment opportunities to include the Hunter Legacy 100 Fund, the Lion & Shield Society and the First in Wildlife Endowment among others. With the growing need for sound wildlife conservation policy and programs comes the need to continue to develop and implement strategies to increase revenues to meet the demands on the future. As a result, SCIF is seeking its next MGM who will be responsible for all major giving activities primarily across the upper Midwest and Northeast US. For more information on SCIF and SCI, please visit www.safariclubfoundation.org and www.safariclub.org.

THE OPPORTUNITY

The vision for this Major Gifts Manager (MGM) is that through identification and cultivation of the relationships with current and potential major donors and other identified stakeholders, his/her assigned territory will continue to grow, providing an ever-expanding source of funding for SCIF. Through building and stewarding relationships with donors and prospects, the MGM will work to support high-level fundraising efforts of SCIF's comprehensive fundraising strategies, developing relationships with a broad range of individuals including not only individuals who are avid hunters and leaders in the wildlife field but top government officials, foreign diplomats and business leaders as well. Those individuals the MGM comes in contact with will have capacity to make gifts ranging from a few hundred dollars to five- and six-figure levels. The MGM will work within a team structure and achieve fundraising results utilizing the resources available and his/her knowledge of best practices in fundraising and donor relationship development. This will enable the MGM to identify, cultivate and provide the guidance each donor requires to make a gift once solicited.

In doing so, the MGM will develop a donor base that is ever-expanding, providing new and on-going sources of financial support. Opportunities for increased resource development are significant and will provide the levels of support through employing sound fundraising practices and a dedication to the work at hand. S/he will be expected to grow the territory annually primarily through major gifts, participate in events and other initiatives, and introduce planned giving opportunities where appropriate, among others. The MGM must possess the ability and skill to not only cultivate and solicit large gifts, but also retain donors at this level as well.

ROLE & RESPONSIBILITIES

Reporting to SCIF's Executive Director, the MGM will lead the fundraising efforts with duties that include but are not limited to the following:

- Personally manage a focused portfolio of 100+ major gift donors and prospects with responsibility to establish and/or deepen relationships with SCIF, increase giving levels, and build a sustainable pipeline of donor giving support.
- Work closely with staff and colleagues to conceptualize and implement strategies to identify, engage and solicit funding from new prospects in support of SCIF priorities.
- Plan and execute cultivation, solicitation, and stewardship strategies and activities.
- Craft effective proposals, reports, acknowledgements and other related communications.

- Maintain current and accurate donor and contact records and information for the donor database.
- Participate in events, programs and initiatives of SCFI as directed.

QUALIFICATIONS & REQUIREMENTS

All candidates will have proven and successful experience in resource development and relationship management. Prior fundraising roles are preferred, however, candidates with a successful track record in consultative sales will be given serious consideration. In general, candidates will meet the following qualifications:

- Bachelor's degree from an accredited college or university with a graduate level studies in fund development, wildlife and conservation management and business a plus.
- A minimum of 5 years of successful fundraising for a nonprofit organization or equivalent experience in a related field such as field sales or territory management.
- Displays core competencies necessary to successfully execute duties as assigned.
- Ability to work closely and effectively with other fundraising colleagues and stakeholders.
- Possess an approach to donor relationship development based on above average communication, persuasion, listening and presentation skills.
- Possess a sense of urgency and the ability to adapt in a fast-paced environment as well as being results oriented.
- Possess a passion for the outdoors and demonstrate an understanding of and commitment to hunting as an essential part of biologically sound and ethically responsible international wildlife management.

COMPENSATION

The compensation package is attractive and highly competitive with comparable opportunities. Safari Club International Foundation is committed to attracting and retaining talented leadership.

LOCATION

While there is preference for the individual to live in or near a major metropolitan area in the United States, s/he may live anywhere within the region that is in close proximity to major transportation resources to facilitate travel requirements of the position.

THE SEARCH AND SELECTION PROCESS

[DB&A Executive Search & Recruitment](#) has been retained by Safari Club International Foundation (SCFI) to conduct this search for their next Major Gifts Manager. Candidates will be identified through a number of sources and DB&A consultants will review and evaluate all interested parties in the process of determining a final group for consideration. The search will be coordinated by SCIF senior management and the final candidate selection will be made by a search committee consisting of SCIF leadership.

The search will be conducted in a professional, consistent manner with a commitment to all potential candidates being afforded the same considerations by the search firm and the Client. All reasonable efforts will be made to protect the confidentiality of candidates.

Additional information on the search process may be obtained through Ron Infinger, Vice President, DB&A Executive Search & Recruitment, or by visiting <http://www.dba-search.com> and

clicking on the “Opportunities” page for position information and to submit an application online.

For further information on this search, please contact:



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