

Leadership Giving Officer

Position type: Regular (exempt) full time

Reports to: Senior Philanthropy Officer, Northern California and National

Location: San Francisco Bay Area / hybrid

The Leadership Giving Officer plays a central role in Yosemite Conservancy's development efforts, responsible for revenue generation from a robust portfolio of mid-level donors primarily in Northern California who have aligned philanthropic interests and the capacity to make outright gifts of \$1,000 and more, with an emphasis on donors giving between \$1,000 and \$25,000. This individual will be skilled in relationship building and management to identify, cultivate, engage, solicit and steward current and potential leadership donors and make significant contributions towards the Conservancy's overall fundraising success. This individual will strategize with fundraisers, senior Conservancy staff, and Board & Council members, and will be essential as the Conservancy launches its Centennial Campaign in 2023 and looks to grow its leadership giving program. This new position will work closely with all members of the development team, Conservancy and Yosemite National Park leadership, and colleagues based in San Francisco, Yosemite, and around the United States.

Who We Are

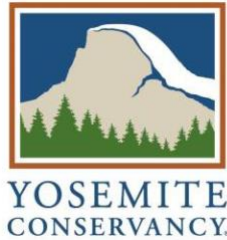
We're passionate about Yosemite — and about helping people connect with, learn about, support, and take care of the park. As a member of the Conservancy team, you'll be making a difference for Yosemite every day. We work together to inspire donors, support enriching visitor programs and services, and fund projects that protect wildlife, restore trails and habitat, advance scientific research, and enrich the visitor experience for all.

What You'll Do

The Leadership Giving Officer reports to the Senior Philanthropy Officer, Northern California and National, and is responsible for the following:

Leadership Giving 95%:

- Identify, qualify and manage a portfolio of approximately 150 - 200 donors geographically focused in Northern California with the possibility of expanding territory to other regions. Donors will have the capacity and inclination to make mid-level leadership gifts ranging from \$1,000 - \$25,000, with an emphasis on upgrading gifts at the high four and low five-figure levels.
- Build relationships with identified prospects with the goal of qualifying additions into the portfolio.
- Develop and implement strategies for the cultivation and stewardship of donors that will increase their connection, involvement and giving.
- Manage stewardship plans for new and renewing donors at the \$1,000 - \$10,000 levels.
- Arrange and complete 120 virtual and in-person donor meetings per year to build and deepen relationships, with the ultimate goal of soliciting and closing annual gifts of up to \$25,000 and campaign gifts of up to \$100,000 to the organization.
- Conduct regular portfolio review and partner with Philanthropy Officers on transition of donors to the major gift program when there is an indication of greater giving capacity and inclination.



- Solicit gifts both independently and collaboratively with other staff members and volunteers. Craft written proposals when appropriate.
- Work closely with the Chief of Projects and Projects Director to gain a comprehensive understanding of Conservancy-funded projects and programs, and Yosemite National Park goals.
- Collaborate with Yosemite program staff (in El Portal) and marketing staff (based in San Francisco) to engage, cultivate and steward donors in the portfolio, providing a cohesive and unified donor experience.
- Use Raiser's Edge database to document moves management process, ensuring key donor information is recorded and pertinent research is captured.
- Prepare quantitative and anecdotal reports on leadership gift program accomplishments for Conservancy and Board & Council leadership.
- Conduct research and prepare prospect briefings for Conservancy leadership and volunteers involved in prospect meetings.
- Work with Development staff members to coordinate and share/exchange pertinent information about donors, strategies and activities.
- Regularly attend donor events both regionally and in Yosemite National Park.

Other Responsibilities 5%:

- Other duties and special projects as assigned.

Qualifications / Keys to Success

Education and Experience:

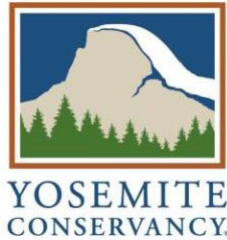
- Bachelor's degree
- At least two years of professional experience in nonprofit fundraising or related environment.
- Experience cultivating and securing donations from individual donors strongly preferred.

Knowledge, Skills and Abilities:

- Commitment to the mission, values, goals, and success of Yosemite Conservancy
- Strong communication skills – verbal and written
- Exceptional attention to detail, time-management and organizational skills
- Knowledge of and interest in Yosemite National Park
- Familiarity with a variety of software programs (Microsoft Office); experience with Raiser's Edge NXT, WealthEngine, and Campaign Monitor is a plus.
- Positive attitude and a warm friendly manner to all colleagues, Yosemite Conservancy supporters and members of the public.
- Willingness to work some evenings and weekends, occasionally in Yosemite National Park.

Working Conditions

- Primarily desk-/computer-based, with regular meetings (in person, or via video or phone).
- Occasional weekend and evening work, sometimes in Yosemite National Park.



- Potential to lift, carry or otherwise move objects weighing up to 30 pounds.
- Potential to walk on uneven ground.

What Else You Should Know

We value diversity among our staff just as we value it among park visitors. Yosemite Conservancy is an equal opportunity employer, and we encourage people of all backgrounds to apply to join our team. We especially encourage people of color, LGBTQ people, transgender and gender non-conforming people, and people with disabilities to apply.

COVID-19 update: Please be aware that Yosemite Conservancy currently requires all employees to be fully vaccinated against the COVID-19 virus as a condition of employment. Yosemite Conservancy will consider requests for medical or religious accommodation to this vaccination requirement during the recruiting process if such accommodation would permit the individual to perform the essential functions of the job.

The position is full-time and can be based anywhere in the San Francisco Bay Area, with core work hours on Pacific Time. In-office work once or twice a week is expected to be encouraged for staff local to the Conservancy's San Francisco office.

The annual salary range for this position is \$95,000 to \$105,000, depending on experience.

We offer excellent benefits, including:

- 11 annual holidays and 2 floating personal days
- 100% paid premiums for employee health insurance
- Vision and dental insurance
- Basic life insurance
- Vacation and sick leave
- Retirement program (following one year of employment)
- Annual National Parks pass
- Stipends to visit Yosemite National Park twice a year

How to Apply

Please visit [this link](#) to apply.