

Girl Scouts of South Carolina – Mountains to Midlands, Inc.
FUND DEVELOPMENT COORDINATOR – (2-Positions)
COLUMBIA, SC & GREENVILLE, SC
(Full-Time)



VACANCY ANNOUNCEMENT

Who We Are

Girl Scouting is the largest organization for girls in the world. Our mission is to build girls of courage, confidence, and character who make the world a better place. Through activities in science and technology, business and economic literacy, and outdoor and environmental awareness, Girl Scouting provides girls with opportunities for fun and friendship while fostering the development of leadership skills and self-esteem.

Founded by Juliette Gordon Low in Savannah, Georgia, on March 12, 1912, Girl Scouts of the USA was chartered by the United States Congress on March 16, 1950. Headquartered in New York City, Girl Scouts has 112 chartered councils nationwide. As one of those 112 chartered councils, the Girl Scouts of South Carolina – Mountains to Midlands provides direct services to girls and the volunteers who work with them, and to the communities that we serve, throughout the Midlands and Upstate regions of South Carolina.

In Girl Scouting, girls develop their leadership potential through activities that enable them to discover their values, skills, and the world around them; connect with others in a multi-cultural environment; and take action to make a difference in the world. Girl Scouting is open to all girls from kindergarten through high school. There are more than 59 million alumnae in the US; nearly one in every two women in South Carolina were or have been a Girl Scout.

Girl Scouts of South Carolina – Mountains to Midlands, Inc. council is the largest nonprofit organization serving girls in South Carolina. The council has a current membership of 12,000+ girls and 5,000+ volunteers and a staff of 54 (plus an additional 60+/- filling seasonal full and part time positions with our programs). With an annual council budget of \$5 million, our community, programmatic, and volunteer service is currently supported through three administrative service centers, five camps, four out-based offices, and three troop program sites.

The Successful Candidate

The right candidate for this position is responsible for developing an active portfolio of prospective donors to include fostering relationships with past donors while cultivating and soliciting new prospects through appropriate development techniques, raising funds and acquiring donations. Responsible for implementing and managing the development and stewardship process in the community for individual gifts, upgrades, and retention, Emerald Circle, Alumnae, related events and recognitions. Develops and performs measurable goals and plans to meet financial objectives.

QUALIFICATIONS

A Bachelor's degree is required with two years of professional work experience in development, marketing, communications or a closely related business environment. Proven demonstrated results in initiating relationships, cultivating interests or sales, and securing support and participation. Candidate must be responsible for developing and managing an active portfolio achieving benchmark targets and closures exceeding the minimum \$150k annual goal as outlined in the Fund Development plan. Candidate must have leadership exhibiting good judgment to make sound decisions, and possess strong verbal and written communications, proficiency in Microsoft Office programs to make effective presentations is required. Experience in Salesforce or other directly related sales/lead database programs would be helpful. Must hold personal membership in the Girl Scout organization and subscribe to the tenets of the Girl Scout Promise and Law. Must have the ability to travel council-wide for day, evening or weekend cultivation, meetings or programs. Valid SC driver's license and personal vehicle required.

COMPENSATION/BENEFITS

The council offers a competitive compensation plan commensurate with documented education, qualifications, and experience of the individual selected. A comprehensive benefits package included generous time off, health, dental, life, STD, LTD and supplemental insurance options as well as Health Savings Account and 401K.

THE COMMUNITIES AND JURISDICTION SERVED

The Girl Scouts of South Carolina – Mountains to Midlands, Inc. serves 22 counties in the central and western regions of South Carolina. From the Blue Ridge Mountains of the Upstate to the Sandhills of the Midlands, the jurisdiction is well regarded for a low cost of living, a variety of outdoor activities, and over 30 institutions for higher learning. The jurisdiction is supported by three



Service Centers located in Columbia, the state capital, in Spartanburg, and in Greenville, which is also the council's corporate headquarters. Refer to www.gssc-mm.org for additional organizational information.

HOW TO APPLY

Upon receipt of a completed Girl Scout Application, Resume and Cover letter, screening interviews will be scheduled. Please find additional information at: <http://www.gssc-mm.org/en/our-council/employment-opportunities.html>