



Serving 15,000 members throughout the Upstate and Midlands regions of South Carolina

THE OPPORTUNITY: CHIEF ADVANCEMENT OFFICER

The Chief Advancement Officer is charged with achieving the organization's strategic vision and initiatives that translate into the operational goals and priorities related to philanthropy and stewardship. The Office of Advancement consists of the Annual Fund, including Individual Giving, Appeals, Sponsorship, In-Kind, and Events, as well as Grants, Foundations, United Way Partnerships, Planned Giving, Prospect Identification and a multi-phased Capital Campaign *ToGetHerThere*.

The Chief Advancement Officer will oversee all fund development initiatives of the council while simultaneously providing direct leadership for the multi-year, council-wide Capital Campaign. The successful incumbent will model best practices, adhere to fundraising ethics, and support the CEO on initiatives within the council and community so that priorities are attained and delivered to stakeholder groups.

Top candidates will exhibit a solid and tenured mission-driven fundraising experience, proficiency with volunteer-empowered solicitation and stewardship, and demonstrated success in leading a capital campaign. Local travel throughout the 22-county jurisdiction is expected to average approximately 70% of the time. This position can be based out of any of the three council Service Centers (Columbia, Greenville or Spartanburg).

CHIEF ADVANCEMENT OFFICER

- The Chief Advancement Officer will focus 80% of their time to conclude the public phase of the Leadership Center campaign and begin the transition to phase III of the organization's multi-year capital campaign.
- Building from a strategic generational plan centered on the proven benefits of the G.I.R.L. leadership development program and pipeline for girls, the Chief Advancement Officer, in partnership with the CEO, Board of Directors, volunteers and staff, will achieve the vision of *SheSeestheFuture.org*.
- The incumbent will exhibit drive, competency, and the highest level of integrity in the fund attainment and brand management needs of the council.
- As a member of the C-Suite, documented cross-functional work experience and support is a must.
- The Incumbent will bring a style of leadership that is empowering and builds on collaborations; a strong communicator and team player is a must. Previous experience with volunteer-driven fundraising is required. This work will require a results-driven orientation, exceptional interpersonal skills, and exhibited belief in the proven outcomes and benefits of the Girl Scout Mission.
- A full array of business skills will be employed by this individual, including superior project management, planning, finance/budget management, and performance management.
- The individual selected will be politically astute and able to work with diverse and competing interests of both internal and external constituency groups.
- Demonstrated experience in taking the vision and strategies of an organization and building the pathways for successful implementation and results attainment will identify potential candidates consideration.

GIRL SCOUTS OF SOUTH CAROLINA – MOUNTAINS TO MIDLANDS, INC.

Girl Scouts of South Carolina – Mountains to Midlands, Inc. serves nearly 15,000 girl and adult members in a 22-county area of central and western South Carolina. As 1 of 112 councils covering the entire United States, Girl Scouts of South Carolina – Mountains to Midlands council is a part of the national Movement that sets the standard for youth-serving leadership development.

REQUIREMENTS

It is expected that candidates will possess a minimum of an earned undergraduate degree, with advanced education and training in relevant fields; CFRE status and Raiser's Edge experience highly desirable. A personal vehicle is required, an unrestricted South Carolina drivers license must be secured within 30 days of employment, and successful results of a drug test and background check are all a condition of employment.

COMPENSATION/BENEFITS

Girl Scouts of South Carolina – Mountains to Midlands offers a highly competitive compensation plan commensurate with the qualifications and experience of the individual selected. This executive level position will be provided with generous and comprehensive benefit plan including health insurance, Short Term/Long Term/Disability insurance, 401K plan, liberal PTO and holidays, and other very attractive features. Expense account and mileage reimbursement is provided. Relocation support may be considered.

HOW TO BE CONSIDERED

For consideration, please e-mail Nancy McCartney, HR Consultant (nmccartney@gssc-mm.org), with your resume and a cover letter that speaks to how your professional experience aligns to the requirements of this position, and, include the salary expectations that you have if selected for consideration.

An application and interview process will be extended to those candidates that demonstrate alignment to the key deliverables and top six competencies of the job description. This position will remain open until filled by the candidate meeting the needs and skills as outlined.

www.gssc-mm.org

Girl Scouts of South Carolina – Mountains to Midlands is an Equal Opportunity Employer