



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

### **THE OPPORTUNITY: FUND DEVELOPMENT MANAGER, GREENVILLE**

The Fund Development Manager, Greenville is responsible for developing an active portfolio of prospective donors in the Greenville market to include fostering relationships with past donors while cultivating and soliciting new prospects through appropriate development techniques, raising funds and acquiring donations. Also responsible for implementing and managing the development and stewardship process in the community for individual gifts, upgrades, and retention as well as fostering events and programs supporting Emerald Circle, Alumnae and other events and recognitions. Develops and performs measurable goals and plans to meet financial objectives.

Top candidates will exhibit solid mission-driven fundraising experience, proficiency with volunteer-empowered solicitation and stewardship. Local travel and attendance at special events to include evenings (as scheduled) is expected. This position is based out of our Greenville Service Center.

### **CHIEF ADVANCEMENT OFFICER**

- Responsible for developing and managing an active portfolio achieving benchmark targets and closures exceeding the minimum annual goal as outlined in the Fund Development plan.
- Under the direction of the CAO, cultivate and solicit new donors and reestablishes relationships with lapsed donors by cultivating an ongoing relationship designed to move a donor prospect to a greater level of engagement, makes personal contact with donors focusing on retention and upgrades of individual gifts, gaining sound understanding and commitment of the donor.
- Initiates discovery calls to build and manage database prospect pool; cultivates and solicits prospects through personal visits and written communication.
- Partner in driving the Emerald Circle campaign (within an assigned area), providing direction and encouragement for regular contributions supporting girl leadership.
- Design and implement Alumnae strategy and appeals seeking renewed commitment and funding connections for lasting commitments.
- Plans, manages, and implements fundraising campaigns and events through volunteer empowerment fundraising and cultivation initiatives, maximizing donor contributions.

### **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 training in relevant fields; Raiser's Edge or another like-database experience highly desirable. A personal vehicle is required, a valid unrestricted South Carolina driver's license required 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 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 your **resume and a cover letter to [humanresources@gssc-mm.org](mailto:humanresources@gssc-mm.org)** 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](http://www.gssc-mm.org)

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