



Special Olympics

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**Strategic Gifts Officer
Special Olympics International
Washington, DC**

Changing lives and attitudes for more than 40 years, Special Olympics (SO) has grown from a backyard summer camp to a global movement. Providing year round sports training and competitions for nearly 3.5 million children and adults with intellectual disabilities (ID) in over 170 countries, SO gives them continuing opportunities to develop physical fitness, demonstrate courage, experience joy, and participate in a sharing of gifts, skills and friendship with their families, other Special Olympics athletes, and the community. Much more than a sports movement, Special Olympics is also an effective catalyst for personal and social change. Special Olympics as a movement is an equalizing force pushing past superficial differences in all people, those with and without ID, to champion the kind of collective action that drives individuals and society.

With over 200 staff worldwide and a \$100M operating budget, Special Olympics International (SOI) serves as the central governing organization of the Special Olympics Movement, coordinating and overseeing its 230 accredited Special Olympics programs, each of which is an independent entity with its own governing body and professional staff. SOI partners closely with the political, business, sports, health, education, entertainment and media leadership in each country and each state where Special Olympics Programs exist.

SOI seeks a Strategic Gifts Officer to work collaboratively with and provide counsel and support to SO's senior leadership and accredited programs throughout the United States to identify, prioritize, research and deepen relationships with donors that have unrealized potential motivating them toward a higher level of support through a more purposeful and personal cultivation approach. While SO garners philanthropic support from a base of over one-million donors, it has significant untapped potential in the area of major giving. This is a rare opportunity to build upon a loyal and engaged group of donors, inspiring them to a greater number of gifts and at higher levels while drawing upon SO's extraordinary assets. Special Olympics is an untarnished brand with global visibility, a beloved and clear mission, deep grassroots reach, a community-building approach, and event platforms on local, regional, national and international levels. It is an ideal partner for donors seeking transformational impact across numerous program offerings, including healthcare, education, development and advocacy on behalf of children, families and communities across the globe.

An ideal candidate will have at least 5+ years of experience in donor cultivation and relationship management of five-, and six-figure gifts, preferably within a large, multi-national non-profit. S/he will have a demonstrated ability to strategically identify, cultivate and successfully solicit donors and prospects both through personal calls and jointly with institutional leadership, and to communicate organizational mission in ways that excite and entice donors and potential champions. The Strategic Gifts Officer should demonstrate an exceptional talent for building and sustaining relationships both externally and internally, and for driving results collaboratively across regions, chapters and programs. S/he should have the charisma, cultural sensitivity, and



communication skills necessary tailor messages to various audiences and be an effective representative of SO to its diverse constituents. A collaborative and innovative leadership style, well suited to management in a complex but entrepreneurial setting, is a prerequisite as is the creative problem solving needed to drive collaborative solicitation strategies that tap into donors' passions to support SO. An undergraduate degree is required, and an advanced degree is preferred. Regular travel as well as evening and weekend activity is expected, consistent with a front-line fundraising role and working in a global affiliate non-profit structure.

This search is being conducted by Tracy Welsh and Allison Kupfer of Nonprofit Professionals Advisory Group. Nominations and applications are due by **January 20, 2011**. Due to the pace of this search, candidates are strongly encouraged to apply as soon as possible. Applications including a cover letter describing your interest and qualifications, your resume (in Word format), salary history and where you learned of the position should be sent to: soi-sgo@nonprofitprofessionals.com. In order to expedite the internal sorting and reviewing process, please type your name (Last, First) as the only contents in the subject line of your e-mail.