

The Nature Conservancy

New York, NY

Nature.org

Chief Philanthropy Officer in New York

BACKGROUND: Founded in 1951, The Nature Conservancy, the world's largest and most effective conservation organization and the nation's 14th largest charity, works around the globe to protect ecologically important lands and waters for nature and people. By making conservation connections and strategically linking people and strategies from multiple points around the globe, the Conservancy is advancing conservation solutions that achieve the scope, scale and pace demanded by our modern world. With the support of more than 1,000,000 members, the Conservancy addresses the most pressing conservation threats at the largest scale.

The Conservancy is unsurpassed at building partnerships to work at nature's scale, finding creative ways to pay for that bigger vision, and building long-term relationships with indigenous and other local communities as well as with regulatory agencies and large-scale commercial businesses in order to conserve natural resources.

The New York Region currently raises approximately \$12-15 million per year in principal gift-level support for both local and global initiatives, and is committed to increasing this amount to \$25 million over time.

PRIMARY FUNCTION: NYC is a top wealth market, and the Chief Philanthropy Officer in New York is critical to the success of the Conservancy in New York and around the world. He/she oversees the planning and implementation of a comprehensive statewide philanthropy program aimed at securing significant financial resources from individuals, foundations and corporations to support state and global conservation goals. This is a top-notch opportunity for a highly-experienced fundraiser and program leader to shape and build a robust development strategy designed to help advance global conservation efforts and sustain life on our planet.

The Chief Philanthropy Officer in New York reports to and works closely with the New York State Executive Director, and also works closely with the NYS Board Chair and other key trustees and staff. He/she also works with the leadership and philanthropy teams in Connecticut and New Jersey. In addition, this individual works in partnership with the Conservancy's Chief Philanthropy Officer and senior philanthropy staff at the Worldwide Office. Reporting to the Chief Philanthropy Officer in New York is a 14-member NYC philanthropy team overseeing major and principal gifts functions, planned giving, donor prospecting and research, and multi-year fundraising campaigns. The Chief Philanthropy Officer also hires, manages and establishes fundraising goals for principal, major and middle donor teams and senior and philanthropy staff from the Long Island, Adirondacks, Eastern NY, Central/Western NY and Mashomack Preserve Chapters.

IDEAL QUALIFICATIONS: Bachelor's degree in marketing, communications, not-for-profit management or related field; considerable knowledge of and experience working in NYC's philanthropic community and social networks; proven success closing major gifts of six-figures and beyond; comprehensive capital campaign experience; working knowledge of charitable gift planning; polished communication and presentation skills; a proven strategist; proven success leading and motivating a team; experience working with trustees and other volunteers; ability to manage projects virtually and influence staff not directly supervised; ability to navigate a large, complex organization; passion for nature, wildlife and/or the outdoors; energy and creativity; ability to work evenings/weekends and travel for business, as required.

Compensation is competitive and commensurate with experience and accomplishments. A complete position specification is available upon request. Kindly direct all inquiries to Howe-Lewis (212) 697-5000; do not contact the Conservancy. Nominations and applications will be considered in confidence and should be sent via e-mail to:

Nature@howe-lewis.com

Or apply online at www.howe-lewis.com/assignments.html