



Position Summary

Seeking Chief Development Officer

If you are a mission-driven professional, this is an opportunity to join a leadership team with a passion for serving the Greater Cincinnati community! Dan Beard Council is an independent and locally governed non-profit organization which delivers the Boy Scouts of America programs to over 20,000 young men and women and their families throughout 12 counties in southwest Ohio and northern Kentucky. Through a \$5,000,000 annual operating budget, Dan Beard Council has total net assets surpassing \$20,000,000. We are seeking an experienced development professional to lead the council's development strategy.

The successful candidate will be responsible for developing, managing and executing an effective development program to fund the Dan Beard Council. The Chief Development Officer will be providing leadership towards the achievement of maximum fundraising results in line with the organization's vision and values by:

- Being responsible for all donor relations including the identification, solicitation and cultivation of donors for all operating, capital and endowment development appeals.
- Giving leadership to the effective staffing, organization and development of the council's development department.
- Assisting in the development and implementation of overall organizational strategy as a direct report to the Chief Executive Officer.

More specifically, we are looking for a professional who has:

1. Five or more years of successful development and management experience with a proven ability to solicit and close major gifts.
2. An undergraduate degree from an accredited educational institution.
3. Drive to achieve results and exceed annual goals with a sense of urgency.
4. Relationship skills to network the community and identify and cultivate individual and corporate major gift prospects.
5. Persuasive presentation skills and the ability to tell compelling stories to appeal to donors on an emotional level and illustrate how donors can be a part of the council's vision.
6. Proven critical thinking skills and ability to create revised, positive direction by motivating others when things do not go according to plan.
7. Creative and futuristic. Thinks outside of the box and embraces contemporary approaches to grow the organization.
8. Excellent time management skills with the ability to work with minimal supervision and flexibility to work occasional evening and weekends.

If you have the desire to join a mission-based organization that is committed to positively changing the lives of youth, please contact Andrew Zahn at andy.zahn@scouting.org.

All duties and responsibilities represent essential job functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities.

Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.