



# Chief Revenue Officer

## Washington D.C.



## About Share Our Strength

### Fighting Hunger and Poverty for Over 40 Years

**Share Our Strength** is a prominent non-profit organization dedicated to eradicating childhood hunger in the United States. Established with a steadfast commitment to making a difference, Share Our Strength has been a leading force in the fight against hunger for over four decades.

Founded in 1984 by siblings Bill and Debbie Shore, Share Our Strength operates with a singular mission: to ensure that no child in America goes hungry. With unwavering determination, the organization has pursued this goal through a multifaceted approach that combines advocacy, community engagement, and innovative programs.

Share Our Strength's impact can be felt across the nation, as it collaborates with diverse partners, including businesses, individuals, and other non-profits, to create sustainable solutions to childhood hunger. Through initiatives like the **No Kid Hungry campaign**, Share Our Strength has played a pivotal role in raising awareness, mobilizing resources, and implementing effective strategies to connect children in need with nutritious meals.

Over the years, Share Our Strength's dedication and achievements have garnered widespread recognition and support, making it a trusted and influential force in the fight against childhood hunger. With a passionate team and a network of compassionate supporters, Share Our Strength continues to work tirelessly toward a future where every child in America has access to the nourishment they need to thrive.

Share Our Strength remains committed to its vision of a hunger-free America, striving to inspire change, foster collaboration, and ensure that every child's potential is nourished through the power of food.

DRiWaterstone is proud to lead this search.



## The Impact of Share Our Strength

### Ensuring Children Are Properly Nourished Across America

Working primarily through the No Kid Hungry campaign, Share Our Strength helps communities feed kids through grants, advocacy, and support for schools and families. They also work to address the causes of childhood hunger, like poverty and economic inequality.

This is accomplished through:

**School and community meals:** Share Our Strength helps schools and community groups with meal programs for kids, like breakfast served in the classroom or free meals provided in the summertime. They provide grant funding for needed equipment - from refrigerators to delivery trucks - and encourage policymakers to expand these programs.

**Family meals:** Share Our Strength helps families feed their kids by protecting programs like SNAP and WIC and increasing the number of children enrolled in them. They advocate for stronger federal laws, and work with state agencies to help them implement these programs.

**Financial stability for families:** Share Our Strength provides funding and support to organizations tackling root cause issues of poverty, as well as working on legislation that protects the economic interests of families.



## The Opportunity

Share Our Strength seeks a dynamic and visionary Chief Revenue Officer (CRO) to lead its fundraising efforts and drive philanthropic growth.

The CRO will be pivotal in securing financial support, cultivating donor relationships, and strategizing comprehensive fundraising initiatives to sustain and expand Share Our Strength's vital programs and impact. Additionally, the CRO will work with the executive leadership team to build Share Our Strength's reputation and increase awareness of their mission as a nonprofit leader.

Responsibilities include:

**Fundraising Strategy Development:** Collaborate with the executive team to create and implement a robust and innovative fundraising strategy that aligns with Share Our Strength's mission and long-term objectives. Devise comprehensive plans to identify new funding opportunities, expand donor engagement, and diversify revenue streams.

**Major Gift Solicitation:** Lead major gift initiatives, personally engaging in directly soliciting major donors. Cultivate strong relationships with individual philanthropists, corporations, foundations, and other potential benefactors.

**Donor Cultivation and Stewardship:** Nurture and maintain relationships with current and prospective donors, ensuring a high level of donor engagement and personalized stewardship. Understand donors' interests, values, and motivations to tailor fundraising approaches effectively.

**Portfolio Management:** Provide oversight and management of an existing, robust funder partnership portfolio. Lead a team of highly skilled account managers responsible for individuals, foundations and traditional corporate grants, events, employee volunteer engagements, and cause marketing.

**Revenue Team Leadership:** Provide visionary leadership and guidance to the revenue team, fostering a collaborative and results-driven culture to continue to scale up Share Our Strength. Set ambitious fundraising targets and monitor progress toward achieving them.

**Partnerships and Collaborations:** Identify and explore potential partnerships with corporations, foundations, and other non-profit organizations to advance Share Our Strength's mission and extend its reach.



## The Candidate

### Qualifications and Skills:

- The ability to build trust with people from many backgrounds and to model an inclusive, welcoming culture.
- An enthusiastic openness to creative thinking and innovative approaches.
- Sophisticated and strategic analytical skills to assess and invest in the greatest areas of opportunity.
- A passionate and inspiring leadership style that engages others.
- At least 15 years of experience leading revenue-generating programs, including programs with diverse revenue platforms.
- Innovative leader with success in driving significant growth, identifying, and investing in innovative approaches, and leading teams through growth and change.
- Bachelor's degree is required.

### Revenue

- Significant successful experience leading revenue generation operations of at least \$50M.
- Demonstrated ability to design innovative approaches to revenue generation, and to build innovative partnerships and revenue-generating initiatives.
- Sophisticated understanding of the diversity of contemporary revenue-generating models across platforms, including direct response, digital media, personal outreach, and events.
- Understanding of, and experience with, the transformative potential of digital commercial and social venues for contemporary fundraising.

### Donors

- Significant success working with high-level and high-net-worth corporate officials and individual donors.
- Experience building long-term relationships with donors and corporate partners.
- Track record of securing six- and seven-figure major gifts and corporate agreements.
- Proven ability to identify and build innovative partnerships.
- Experience effectively leveraging the Board and Executive Team.

### Leadership

- Strong team management skills that foster collaboration, risk taking, experimentation, and accountability across teams to maximize outcomes.
- Experience leading large and complex organizations through growth and change.



Submit your application at:

<https://driwaterstonehc.com/position/chief-revenue-officer-share-our-strength>

### **Compensation**

Share Our Strength offers a competitive compensation package.

### **Location:**

Hybrid – 2 days a week in the Washington D.C. Office

### **Equal-opportunity Employer**

Share Our Strength provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

## **About DRiWaterstone**

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.