

**CONSERVATION  
INTERNATIONAL**



# **Gift Officer Western United States and Remote**

## **POSITION OVERVIEW**

# WE PROTECT NATURE



## OVERVIEW

**Conservation International** protects nature for the benefit of humanity. Through science, policy, fieldwork, and finance, we spotlight and secure the most important places in nature for the climate, biodiversity, and for people. With offices in 30 countries and projects in more than 100 countries, Conservation International partners with governments, companies, civil society, Indigenous peoples, and local communities to help people and nature thrive together.

### **How Conservation International Works:**

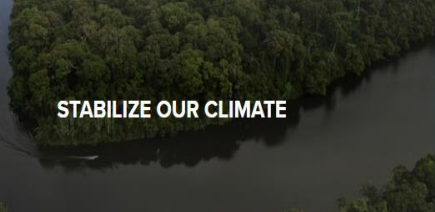
Since 1987, Conservation International has combined fieldwork with **innovations in science, policy, and finance** to secure the critical benefits that nature provides to humanity.

### **Mission:**

Building upon a strong foundation of science, partnership, and field demonstration, Conservation International empowers societies to responsibly and sustainably care for nature, our global biodiversity, for the well-being of humanity.

### **Vision:**

We imagine a healthy, prosperous world in which societies are forever committed to caring for and valuing nature, for the long-term benefit of people and all life on Earth.



STABILIZE OUR CLIMATE



DOUBLE OCEAN PROTECTION



EXPAND NATURE-POSITIVE ECONOMIES

## THE OPPORTUNITY

Conservation International is seeking a **Gift Officer** to play a pivotal role in advancing its unique mission and vision.

The **Gift Officer** helps donors accomplish their philanthropic goals and ambitions by building a lasting relationship with Conservation International. They are responsible for identifying, qualifying, cultivating, and soliciting, new prospects and individual donors with Major Giving potential (\$25,000+ annually). They are responsible for achieving specific multi-figure short-term and long-term fundraising goals and growing the portfolio to meet yearly and multi-year revenue targets.

**This remote position will be based in a major metropolitan region with a national portfolio focus on prospects and donors based in the western United States (ideally Denver, CO and west).**

The Gift Officer will work closely with the Major and Midlevel Giving teams to collaborate on fundraising opportunities and donor qualification strategies. They represent Conservation International externally and continually build strong relationships with prospects. They develop and execute cultivation strategies for prospective major donors and work closely with the Midlevel Giving team on the donor qualification process. They will develop strategies that include direct solicitation and hold cultivation meetings that will lead to major gifts to support flexible funding needs. They will work with the Donor Experience and Communications team to ensure messaging to donors shows the true impact of flexible funding. They will also work closely with Individual Giving leadership to maximize fundraising potential in new and emerging markets.

Conservation International purposely and intentionally seeks to promote employees from within and this role will have upward mobility for the ideal candidate who meets and exceeds goals.





# THE OPPORTUNITY

## **Revenue Generation**

- ❖ Raise at least \$500,000 in the initial 18 months and grow portfolio to \$1 million annually within three years.
- ❖ Create a portfolio of at least 80-100 major gift prospects to contribute to overall organization fundraising objectives; complete at least 10 gift solicitations of at least \$25,000.
- ❖ Qualify or disqualify at least 50 prospects annually through meetings and other donor engagement activities.
- ❖ Maintain up-to-date revenue projections toward annual revenue goals.

## **Portfolio Management**

- ❖ Develop and implement a comprehensive strategy for all donors and prospects within their portfolio to raise awareness of CI's mission and broaden CI's funding base.
- ❖ Manage and document moves management activities to increase portfolio productivity to meet annual and multi-year revenue goals.
- ❖ Engage donors through in-person or virtual visits (at least 100 per year) on own or in collaboration with CI program staff. Use mailings, emails, etc. to advance solicitation efforts.
- ❖ Steward existing donors via written reports and in-person briefings as appropriate.
- ❖ Utilize internal and external research to identify high-net-worth individuals new to CI.

## **Relationship Development**

- ❖ Work closely with senior development staff to identify and cultivate new donors.
- ❖ Partner with CI field and program staff to foster deeper relationships with donors.
- ❖ Work with partner organizations in the local community as part of donor relationship building, as needed.



## THE CANDIDATE

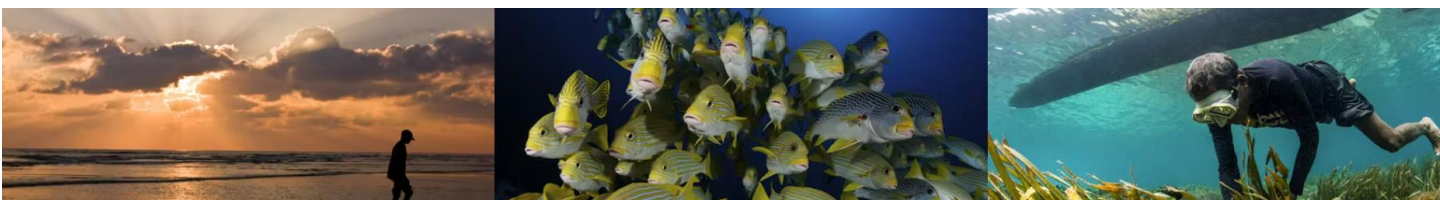
The **Gift Officer** at Conservation International is a compelling opportunity that marries strategic unrestricted philanthropy, ideation and recruitment of new donors, a growth mindset, and a passion for a crucial global mission. The ideal candidate will be a team player and have an unwavering dedication to celebrating equality and diversity in all decision-making processes. They will have a deep understanding of major gifts fundraising best practices but also a strategic mindset.

### Required

- ❖ 5 plus years of related work experience in directly soliciting mid and major gifts.
- ❖ Demonstrated track record of successfully cultivating and securing gifts of \$25K or more from individual donors.
- ❖ Experience qualifying and cultivating donors and working with donors at all stages of the donor lifecycle.
- ❖ Interest in the environment and sustainability issues.
- ❖ Strong written and oral communication skills.
- ❖ An understanding and appreciation toward the benefits of unrestricted funding.
- ❖ Bachelor's degree or up to four years of college-level work.

### Preferred

- ❖ Experience establishing and maintaining working relationships within a diverse multicultural environment.
- ❖ Significant experience working with a global nonprofit or NGO.



# CONSERVATION INTERNATIONAL



To learn more and to submit an application, please visit:  
<https://driwaterstonehc.com/position/gift-officer-conservation-international/>

**Compensation:**

The salary range for the role is \$105,000-\$120,000

**Location:**

Remote position.

**Working Conditions:**

- ❖ 50% local and regional travel required.
- ❖ Ability to work irregular and extended work hours, including evenings and weekends.

**Equal-opportunity Employer:**

Conservation International is an equal opportunity, affirmative action, and Diversity, Equity, Inclusion, and Accessibility-committed employer. We are proud to have a diverse, global workforce where employment decisions are based on qualifications, experience, position requirements, business needs, market conditions, merit, and other legitimate nondiscriminatory factors.

**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.