

TRUST FOR THE NATIONAL MALL



Chief Development Officer Location: Hybrid*

*Candidate must live in the DC Metro area

DRi Waterstone
HUMAN CAPITAL

DRiWaterstone Human Capital
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About the Trust for the National Mall

RESTORING, PRESERVING, AND ENRICHING THE NATIONAL MALL

The **Trust for the National Mall** is a nonpartisan non-profit organization located and established in Washington, D.C. in 2002. The Trust for the National Mall is the leading philanthropic partner of the National Park Service dedicated to restoring, enriching and preserving the National Mall. The Trust brings private resources - funding and in-kind support - to critical restoration and maintenance projects, mobilizes volunteers, and provides access to educational opportunities that will ensure that the historic legacy of the National Mall endures and evolves as a vibrant civic stage for all. Main areas of focus:

- **Restoration and Maintenance:** Design and construction of capital improvement projects, providing specialized expertise, and long-term annual maintenance for select sites that will address park use and visitor experience, and showcase the National Mall as a world-class park befitting this great nation. This also includes activities to restore and maintain select sites on the grounds of President's Park.
- **Educational Enrichment:** Programs designed to educate the public about the National Mall and enrich their experience either on site or virtually. These programs provide quality resources, including historical information, planning tools, and tour options for use by educators, students, and the general public about the National Mall. The scope may be broad in focus or on specific topic areas.
- **Public Awareness and Partnership:** Publications, newsletters, events, partnership activations, and leadership convenings to connect Trust stakeholders and the general public to the National Mall. This also includes public outreach with our networks, the media, and Federal and local officials to inform about the needs of the National Mall.
- **Volunteerism:** Providing opportunities for individuals, organizations, and companies to participate in service projects and scheduled year-around volunteer service through the Volunteers in Parks (VIP) program and the Mall Hands on Deck program. It also includes convenings and other activities in partnership with other NPS park partners to support sites on the National Mall.



The Opportunity

The **Chief Development Officer** will manage and grow the organization's principal and major gift fundraising efforts by playing a lead role along with the President and CEO in elevating the individual, corporate, and foundation giving programs while building out the Trust's long-term infrastructure for successful fundraising.

The Chief Development Officer will be an experienced fundraiser who thrives off closing significant gifts and understands how to nurture long-term relationships while leading with a sense of urgency. The Chief Development Officer will work directly with the President and CEO to identify and secure seven (7) and eight (8) figure leadership gifts in support of the Trust's fundraising priorities. The successful candidate will have overall responsibility and guide strategy while effectively delegating responsibilities related to pipeline management, cultivation, solicitation, and stewardship.

The Chief Development Officer is primarily responsible for:

- ❖ Overall operating revenue and capital project fundraising strategies;
- ❖ Recruitment and closure of the most significant gifts to the Trust;
- ❖ Appropriate and best-in-class build-out of a long-range fundraising program that is defined by excellence;
- ❖ Manage philanthropy team goals and results.

The Chief Development Officer reports to the President/CEO and will manage three (3) Director/Senior Director positions that each oversee external, internal, and special events fundraising functions. With the leadership team, the successful candidate will set and define organizational strategies to further the mission and impact.



The Opportunity (continued)

The **Chief Development Officer (CDO)** will be a passionate fundraiser who is both competitive in nature and whose love of closing deals is matched only by their love of the Trust's mission. A talented team of development directors will report directly to this position, who will need to adroitly balance her/his role as principal gift fundraiser, strategist, and team leader. The CDO will not be focused on day-to-day operations but will rather establish trust and systems that allow and foster accountability in the Director/Senior Director ranks and to those who report up to them.

While ultimate responsibility resides with the CDO, the successful candidate will have exceptional capacity to move quickly, but not hurry, be highly organized in their approaches, and implement systems where the team succeeds at the highest level. Annual performance goals and priorities, establishing performance metrics, and evaluation and management of the major gift pipeline will reside with the Director/Senior Directors with direct oversight and input from the CDO. All told, the CDO will focus her/his attentions on leadership gifts and on building fundraising capacity throughout the development department.

The successful candidate will advance the Trust's fundraising priorities by:

- ❖ Defining and refining the Trust's overall fundraising strategy.
- ❖ Working directly with the President and CEO to solicit and secure leadership-level principal gifts for the Trust.
- ❖ Managing the leadership gift portfolio.

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The Opportunity (continued)

Team and Organization Leadership

- ❖ Lead the Philanthropy Team (primarily through three senior-level direct reports).
- ❖ Foster systems and delegate specific and daily operations (External Philanthropy, Philanthropic Operations, and Special Events).
- ❖ Oversee priority and goal setting for the Philanthropy Team.
- ❖ Participate as a member of the Trust Leadership Team, providing leadership and strategic input on organization goals and priorities, support decision making.

Board and Donor Management

- ❖ Serve as the primary liaison to the Board of Directors for fundraising.
- ❖ Manage the Philanthropy Committee and its reporting to the Board. Serve on the Governance & Nominating and Finance Committees as appropriate.
- ❖ Manage the Advisory Cabinet with the President & CEO and the organization's Fundraising Consultants (as needed).
- ❖ Support President & CEO and Board Chair in the recruitment of fundraising leadership.
- ❖ Manage a portfolio of principal gift prospects/donors. Including the continued build-out of the pipeline, outreach, and solicitation of prospects.

Other Responsibilities

- ❖ Participate in building organizational and team culture aligned with the Trust's values.
- ❖ Other duties as assigned.



The Candidate

REQUIRED SKILLS, EDUCATION, CERTIFICATION, AND EXPERIENCE

KEY SKILLS:

- ❖ A Philanthropic Leader: Expertise and demonstrated success as a principal-level (7 and 8-figure gifts) fundraiser with comfort working with sophisticated philanthropists. The successful candidate will thrive on securing these types of gifts.
- ❖ Exceptional capacity to delegate and not get caught up in the weeds while having expert-level organizational skills and a commitment to detail.
- ❖ A passion for making people around them successful. Fundraising success for the Trust will require excellence from the entire organization, and most notably the development staff. This will require the CDO to trust the Director/Senior Directors and quickly implement a system that delegates responsibilities accordingly, efficiently, and effectively.
- ❖ Experience and demonstrated success working alongside a motivated CEO.
- ❖ A competitive nature along with an empathetic style. The candidate should understand the difference between urgent and important and have a servant leader's mentality.

COMPETENCIES

- ❖ Strategic thinker who can activate a plan.
- ❖ Exceptional organization and detail focus.
- ❖ Exemplary communication skills, both written and verbal.
- ❖ Effective coach and team leader for professional staff.

EDUCATION / EXPERIENCE:

- ❖ Bachelor's degree required or equivalent professional work or military experience.
- ❖ At least 15 years with a successful track record in securing leadership gifts at the seven- and eight-figure levels.

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Applications should be submitted at
<https://driwaterstonehc.com/position/trust-for-the-national-mall/>

Compensation:

\$225k salary per year. The salary listed is one component of the total compensation package for employees.

Equal-opportunity employer:

The Trust provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to 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.

All first-round interviews for this position will take place via video conference with DRiWaterstone.

About DRiWaterstone

DRiWaterstone is a boutique 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.