

Senior Director of Major Gifts
Viewpoint School
Target salary of \$150,000

DEERFIELD ASSOCIATES has been retained by **Viewpoint School**, located in Calabasas, California, to conduct a national search for a **Senior Director of Major Gifts**. Viewpoint School is an independent, coeducational school, with students enrolled from Transitional Kindergarten through Twelfth Grade. The school has a current enrollment of 1200. The opportunity is available immediately and will be filled following a comprehensive national search and the candidate of choice identified.

Viewpoint School seeks a qualified professional for the role of Senior Director of Major Gifts to join our experienced, creative, and inclusive team during our 60th Anniversary year. The individual is a key member of the team, responsible for raising more than \$1 million annually in designated funds from current parents, alumni, parents of alumni, and grandparents, as well as managing a Major Gifts Officer. Reporting to the Assistant Head of School for External Affairs, the Director is part of an advancement team that raises over \$3 million annually for general operating support, designated giving to arts, athletics, STEM, faculty professional development, and financial aid as well as restricted funds for special projects. The position will also supervise the Major Gifts Officer. The Senior Director of Major Gifts will oversee the planning and implementation of the individual giving program, which includes the Head of School Circles (\$25k-\$100k), Leaders' Circle (\$10k+), and the Patriots' Circle (\$5K) as well as the alumni and planned giving program. The Director has a defined portfolio of 150 prospects of alumni, parents of alumni, and current parents. The individual will work closely with the Director of Special Events and Director of the Viewpoint Fund to develop compelling programming and unique events for the stewardship, cultivation, and upgrading of Viewpoint Fund donors.

The ideal candidate will be an entrepreneurial, energetic, goal-oriented development professional with demonstrated experience and a proven track record of managing both major gifts and lower-level annual giving programs, with experience in alumni engagement. The individual will be an exceptional communicator in verbal, written, and presentation forms with excellent interpersonal skills to work collaboratively and across a very large K-12 independent school. The individual will be highly organized and adept at prioritizing and managing multiple projects simultaneously in a busy, fast-paced office. The individual is a team player who should be able to work independently and collaboratively to advise and set strategy for best practices in donor acquisition/retention and moves management. The Senior Director of Major Gifts is responsible for raising more than \$1 million annually in individual designated gifts with a goal toward significantly growing the program and donor pipeline in the next 1-3 years as the School enters a major capital campaign. To learn more about Viewpoint School, visit www.viewpoint.org.

For a full search description of the duties, responsibilities, academic credentials, and fund-raising skill sets and work experiences required, please visit: <https://deerfieldassociates.com/viewpoint-school/>.

The Viewpoint School offers a dynamic and supportive work environment, competitive salaries and a generous benefits package including a retirement plan, paid vacations and medical insurance. The Viewpoint School is an Equal Opportunity Employer. Candidates from diverse backgrounds are encouraged to apply and will be welcomed into a community that celebrates the uniqueness of each faculty, staff and student member. [Employee Benefit brochure](#)

To explore this superb career opportunity on a highly confidential basis please send your resume and letter of interest along with a list of 4 references (which will only be contacted if mutual interest is determined) to: Doug Cooney, Executive Search Consultant, **DEERFIELD ASSOCIATES Executive Search, Inc.** 572 Washington Street, Suite 15, Wellesley, MA 02482 Telephone: 781-237-2800. Email: jobs@deerfieldassociates.com