Chief Philanthropy Officer
Development
Regular, Full-Time, Exempt
Salary Range $120,000 - $140,000

JOIN SANTA BARBARA HUMANE AS OUR CHIEF PHILANTHROPY OFFICER

Santa Barbara Humane provides shelter, care, and support to dogs and cats of Santa Barbara County. We are seeking a dynamic Chief Philanthropy Officer (CPO) to serve as an inspirational storyteller to build excitement around SBH’s mission and vision and propel the organization into its next transformational chapter.

Founded in 1887 Santa Barbara Humane is one of the oldest animal welfare organizations in the west. Today, we are the largest animal welfare organization in Santa Barbara County and are busy preparing for an ambitious campaign to build a better home for animals and expand support services for the people who love them. By joining our team, you will help to execute this once-in-a-generation opportunity to transform the way we interact with animal shelters and build a home where our community’s values come to life.

CHIEF PHILANTHROPY OFFICER RESPONSIBILITIES

Our next CPO will be responsible for SBH’s development and marketing activities, including leading the Philanthropy and Outreach Department to successfully implement a robust fundraising program and upcoming capital campaign. The CPO will report to the CEO and will work in collaboration with other members of the Executive team on a regular basis.

Areas of Responsibility

Organizational Leadership and Strategy
• Serve as an innovative and visionary voice for SBH
• Provide primary leadership for SBH’s development strategy, including activation of long-term strategic plan priorities
• Work in partnership with other departments, committees, board members, volunteers, and community partners to grow the impact of SBH
• Provide supervision of the Philanthropy and Outreach team, including hiring, training, and evaluating performance
• Promote a culture of philanthropy for all internal and external stakeholders
• Balance a relational spirit with business acumen to ensure long-term, sustainable impact

Fundraising and Marketing
• Develop and implement a robust, sustainable, and metric-driven fundraising program that results in revenue growth from a diverse funder pipeline and includes effective strategies for annual giving, planned giving, corporate sponsorships, foundation relations, events, major gifts, and capital campaigns
• Establish annual fundraising goals and department budget, provide analysis, forecasting and reporting on the overall performance of the Philanthropy and Outreach Department
• Cultivate a culture of innovation that results in new, fundable ideas and initiatives
• Strengthen partnerships with key funding organizations and individual donors
• Implement strategic marketing plans that promote SBH’s brand within targeted stakeholder groups
• Oversee the creation and distribution of marketing assets and serve as community liaison and media spokesperson as assigned
• Responsibly steward financial and other resources to ensure SBH’s financial integrity

Commitment to Equity, Inclusion and Belonging
• Promote a culture of learning, engagement, equity, and inclusiveness within SBH’s stakeholder communities
• Act with transparency, empathy, and respect in daily interactions
• Demonstrate an authentic passion for working to support people and their pets

QUALIFICATIONS AND EXPERIENCE
We want to get to know the unique strengths you bring to your work. This said, we are most likely to be interested in your candidacy if you can demonstrate the majority of the qualifications and experiences listed below:

• A proven track record of developing, leading, and growing philanthropic efforts within a nonprofit organization, including cultivating donors, generating revenue streams, and implementing capital campaigns
• Commitment to diversity, equity, inclusion, and belonging best practices and continuous learning
• Thrives in a highly relational environment, with strong analytical and problem-solving skills
• Ability to convey messages across diverse audiences and create engaging content that compels the reader to action
• Experience developing and implementing marketing plans, including paid media strategies
• Experience creating budgets and forecasting revenue
• Strong understanding of data management, fundraising technology and its strategic use in decision making
• Experience supervising and managing a diverse and geographically distributed team with demonstrated ability to delegate effectively and inspire staff to work collaboratively
• Knowledge of the animal welfare sector, socially conscious sheltering, and Santa Barbara County communities is preferred
• Proficient in relevant technologies such as Slack, Asana, DonorPerfect, Google Suite, GiveCloud or other similar programs

To apply for this or any other position available at Santa Barbara Humane: https://sbhumane.org/careers/

To learn more about us please visit: https://sbhumane.org/