

Employment Opportunity

Territorial Headquarters



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MOST GOOD™

The following Employment opportunity is available:

Territorial Director of Boards and Campaign Success

Community Relations & Development

3/15/2021

We are seeking a dynamic individual with demonstrated leadership and experience to be our Territorial Director of Boards and Campaign Success (TDBCS). This individual is a vital member of the Community Relations and Development (CRD) team and works with the 11 divisions in the Eastern Territory to prepare for future campaigns and give assistance and oversight to current campaigns. This includes developing materials, providing guidance, training, and consultation with corps and/or divisions as they embark on a capital or comprehensive campaign. The TDBCS will oversee the required campaign reporting to Territorial Headquarters.

This individual will mentor, train and help strengthen advisory boards throughout the Eastern Territory. This is done in collaboration with key internal and external stakeholders at all levels, including officer leaders, development professionals, leadership volunteers and professional consultants. At times this may include working with more than one division or collaborating with National Headquarters, when appropriate.

Responsibilities include:

- Developing direct relationships with key development staff and Salvation Army leadership to help identify where campaigns are needed. Support divisions or corps as they work through the campaign process- mentoring and giving oversight, to assure each campaign is successful, with the goal of substantially increasing support for The Salvation Army's work.
- Assisting in the selection of vendors for feasibility studies and campaigns.
- Developing a strategic plan to significantly increase the number of capital and comprehensive campaigns across the territory over the next five years.
- Updating materials that outline the Salvation Army process for a Capital/Comprehensive Campaign.
- Overseeing the Campaign reporting and approvals database- keeping track of how each campaign is moving forward. Provide assistance where needed.
- Developing education initiatives to strengthen the Salvation Army as a culture of philanthropy and its officer and professional leaders in their fund-raising practices, including effective advisory board training materials.
- Assisting divisions in identifying, and recruiting when appropriate, key board members (local, national), major donors and executive volunteers across the territory to serve on Advisory Boards.
- Work with territorial CRM (constituent relationship management) staff to develop and ensure effective, optimal use of Salesforce across the territory for campaign management, including tracking campaign gifts.
- Network with philanthropic decision makers through key events, affiliations, meetings, and other communications when there is opportunity.
- Manage the territory's GuideStar profile to retain the Platinum Seal.
- Conduct a quarterly review of the territory's Charity Watch profile.

- Take the lead on partnering with CFOT and Army Essentials to provide the best possible CRD education materials. Coordinate planning meetings and follow up.
- Give leadership in the planning of territory wide CRD conferences.

Qualifications:

- Bachelor's Degree
- 7-10 years of related experience
- Proven success in large capital campaigns
- Proven leadership in overseeing capital campaigns from start to finish
- Ability to train and facilitate small and large training sessions, including live events and webinars.
- Ability to travel as necessary to carry out responsibilities and assignments.
- Ability to work under pressure in a fast paced environment while effectively managing multiple competing priorities.
- A fund raiser at heart, able to successfully engage with corps and divisional decision makers and leadership volunteers.
- Proficiency in Microsoft Office applications, including Word, Excel, PowerPoint, and Outlook.
- Experience with donor data management software.
- Exceptional writing and editing skills.
- Strong interpersonal skills.
- Creative thinking and writing ability.
- Excellent analytical ability and attention to detail.
- Working knowledge of legal contracts with campaign vendors
- CFRE certification beneficial, but not required.

All qualified applicants will receive consideration for employment without regard to race, color, sex, national origin, disability or protected veteran status.

Current Salvation Army Employees can apply online at: <http://internal-usesalvationarmy.icims.com>.

Prospective employees can apply online at <http://careers.salvationarmy.org>.

If you may be interested in applying for this position please contact Melanie Stokes in Human Resources.

Melanie Stokes
Human Resources Department
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