Candidates should apply via this link:

Job Posting:

HOW YOU WILL IMPACT OUR MISSION

The Director of Philanthropy oversees the engagement and growth of the San Diego Zoo Wildlife Alliance's (SDZWA) individual donors with a strategic emphasis on six- and seven-figure gifts. The Director is responsible for the cultivation and active management of a portfolio of 75-100 major and principal gift prospects and provides direct supervision to a team of Philanthropy Officers. This role will provide strategic direction for the Major Gifts program. This position reports to the Senior Director of Philanthropy and closely collaborates with the Director of Gift Planning, the Director of President’s Clubs, and the Senior Director of Principal Gifts.

San Diego Zoo Wildlife Alliance is seeking an individual who is inspired to be a part of an organization committed to protecting wildlife around the globe. A leader to join us in our commitment to provide opportunities to learn, engage with best-in-class conservation work, and share how that work is changing outcomes for wildlife every day through visits to the San Diego Zoo and San Diego Zoo Safari Park.

WHAT YOU WILL DO

- Build a robust major gifts program supporting current and future resource needs with a specific focus on high-net worth individuals.
- Manage a portfolio of individual major gift prospects through the identification, cultivation, solicitation, and stewardship process with an emphasis on $500,000+ gifts.
- Lead and coach the team of Philanthropy Officers, providing supervision and meaningful oversight.
- Direct a strategic plan to accelerate growth in major gift programs.
- Create and execute a comprehensive philanthropy plan with goals and objectives that include thoughtful portfolio analysis, strategic individual prospect plans, and clearly defined metrics for the purpose of closing major gifts.
- Provide outstanding leadership in support of fundraising initiatives and strategies for major gifts, and collaborating with the gift planning, annual giving, corporate and foundation relations, and philanthropic research and stewardship teams.
- Demonstrate the utmost discipline in documenting the qualification, cultivation, solicitation, stewardship, and follow-up strategies for each prospect and donor.
- Oversee volunteer-based Task Forces that enlist and engage volunteer and committee members to identify, introduce, and invite new major and principal gift prospects.
- Work closely with philanthropy staff for prospect research, stewardship, and events.
• Engage donors directly through personalized communications and outreach that deepens their relationships with SDZWA.
• Collaborate with Marketing to develop compelling case for support documents, proposals, and other solicitation materials.
• Collaborate with the Sustaining Philanthropy team to upgrade mid-level donors to major donors.

WHAT ARE WE LOOKING FOR?
San Diego Zoo Wildlife Alliance is seeking an individual who is inspired to be a part of an organization that is committed to protecting wildlife around the globe. A leader to join us in our commitment to provide opportunities to learn about, engage with best-in-class conservation work, and share how that work is changing outcomes for wildlife every day through visits to the San Diego Zoo and San Diego Zoo Safari Park.

JOB EXPERIENCE
• Minimum seven (7) years or related professional experience in a fundraising/development unit or department within a complex non-profit organization
• Seven (7) years or more of experience demonstrating success in securing five-, six-, and seven- figure gifts or record of accomplishment that includes the identification, solicitation, and stewardship of multiple, high-capacity donors in the $100,000+ range.
• Extensive and demonstrated success in managing individual fundraisers, equipping and motivating them to meet individual and team goals.
• Experience working within a complex academic environment, such as a major health sciences organization or large state university with multiple colleges, campuses and programs.

EDUCATION AND CERTIFICATIONS
• Bachelor's Degree Business administration, marketing, communication, or a related field
• Bachelor's degree
• Advanced degree
• California driver license

SKILLS AND KNOWLEDGE
• Ability to expand engagement efforts to reach out to national and international donors and prospects
• Demonstrated success in building a major gifts program as part of a comprehensive philanthropy department
• Deep appreciation and understanding of a mission and vision of an organization and the ability to articulate values internally and externally
• Ability to work across divisions to liaison with other divisions on joint projects and needs
• Exceptional interpersonal skills, demonstrating the ability to establish and maintain internal and external relationships
• Excellent written and verbal communication skills
• Proven experience motivating and managing individuals and teams for maximum performance
• Proven ability to support employee inclusion and professional development

SOME OF THE PERKS YOU WILL ENJOY AS A TEAM MEMBER

• Free admission to the San Diego Zoo and the San Diego Zoo Safari Park
• Family Passes
• Complimentary Tickets
• Local and In-House Discounts
• Employee Assistance Program
• Wellness Program

IMPORTANT DETAILS

• Location: San Diego, CA
• Duration: Regular Full-Time Salaried Exempt Position
  o Salary Range: 100k – 115k

THIS EMPLOYER PARTICIPATES IN E-VERIFY

SAN DIEGO ZOO WILDLIFE ALLIANCE IS A DRUG FREE WORKPLACE

SAN DIEGO ZOO WILDLIFE ALLIANCE IS AN EEO/AA/DISABILITY/PROTECTED VETERAN EMPLOYER

At San Diego Zoo Wildlife Alliance, we thrive on celebrating our differences. Diversity is vital for the benefit of our employees, our guests, our community, and our wildlife.

SDZWA is an Equal Opportunity Employer. SDZWA will consider all qualified applicants for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity or expression, national origin or ethnicity, disability status, genetics, protected veteran status, marital status, parental status, or any other characteristic protected by federal, state, or local laws.

If you require a reasonable accommodation to complete an application, please email your request to sdzwacareers@sdzwa.org and provide the job title and location to which you are applying.