

***Executive Search – Director of Philanthropy
Costa Mesa, CA***

Position Overview

Sterling Search Inc. has been exclusively retained to recruit the new Director of Philanthropy (DoP) for the CHP 11-99 Foundation (the Foundation).

The CHP 11-99 Foundation provides emergency assistance to California Highway Patrol employees and scholarships to their children.

The California Highway Patrol (CHP) 11-99 Foundation was established in 1982 by philanthropist, Bob Weinberg, to provide emergency benefits and assistance to CHP employees and their families and scholarships to their children.

“11-99” is the radio code used by CHP officers and dispatchers, meaning **“officer needs assistance”**.

Since its inception, the 11-99 Foundation has **provided over \$50 million in support to CHP families, including \$40 million in vocational and academic scholarships to dependents of CHP employees.** This has been made possible by the generosity of many individual members and donors, and by institutional grant funding. The commonality among supporters of the 11-99 Foundation is great respect for law enforcement and a recognition of the dangers, demands, and difficulties CHP employees face daily.

IN 2023, OVER \$3.4 MILLION WAS DISTRIBUTED TO CHP FAMILIES

The organization’s annual revenue has grown to nearly \$8 million. With a history of a membership base that is early in the cultivation process, the opportunity for fundraising from such a mission-passionate base is remarkable.

Building upon its momentum of success, the Director of Philanthropy will be one of three Directors of Philanthropy that each report to the CEO, that will qualify, develop, acquire, and steward a portfolio of major gifts donors.

The Director of Philanthropy is a career-making opportunity as he/she continues to build upon the momentum of our existing fundraising successes. It is also an opportunity to serve in partnership with an accomplished and visionary team of leaders and make a profound impact on its mission.

In accordance with the Foundation’s philosophy of caring for “its CHP families”, that culture extends to its employees. The position offers a base salary of \$130,000-150,000 commensurate with experience, plus bonus and outstanding health insurance benefits, a generous contribution to their 403b plan plus paid vacation and holidays.

For additional information on the 11-99 Foundation please visit: <http://www.chp11-99.org>.

Specific Duties and Responsibilities

The Director of Philanthropy will identify, cultivate, solicit, and steward individual prospects and donors, targeting gifts/pledges in the \$10,000+ range. Work directly with all other fundraisers, senior staff, Board of Directors, and members.

Specific duties and responsibilities for the position include the following:

- Manage a prospect portfolio of approximately 125-175 prospects. Management of the prospect portfolio includes:

- Maintain timely, detailed, and accurate portfolio of prospects and donors within Raiser's Edge;

- Develop written solicitation plans for new and current major gift prospects within prospect and donor portfolio;

- Develop relationships with prospects through various cultivation calls, emails, and handwritten notes;

- Set goals to secure 30-50+ individual gifts annually;

- Work in conjunction with grant writer regarding foundations;

- Work with Development and the Marketing & Communications teams to create donor cultivation materials, acknowledgements, solicitor training materials and reports.

Produce personalized proposals for individual support;

- Coordinate individual and major giving events and other donor meetings for cultivation and stewardship

- Work with the CEO to complete other tasks as assigned to help meet institutional goals.

- Attend, speak at, and represent the Foundation at various CHP Departmental or third-party events.

Professional Experience and Qualifications

We are seeking candidates offering the following qualifications:

- Bachelor's degree preferred and a minimum of five years fundraising or related experience, including significant experience in personal solicitation;

- Understands mission and goals of the CHP 11-99 Foundation;

- Knowledgeable, but not limited to, Microsoft Office Suite, and Raiser's Edge;

- Excellent communication skills, particularly relating to donor cultivation and stewardship;

- Strong interpersonal skills and comfort working with donors;

- Experience working with high-level volunteers, donors, and VIPs on collaborative activities;

- Detail-oriented with a strong focus on quality and accuracy;

- Able to manage confidential information with discretion;

- Self-directed and proactive.

The ideal candidate will demonstrate the following capabilities:

- Commitment to the mission and work of the Foundation with the credibility and persuasiveness to secure support from others;
- A manager who leads by example and exemplifies the values and ethics of the organization;
- An organized individual with strong creative and conceptual skills;
- A decisive and resourceful individual who is results oriented

Please send resumes to:
Sterling Search, Inc.

CLICK <https://apptrkr.com/5046257> TO APPLY.

Julie@sterlingsearchinc.com
Phone: 714-433-7042

Direct all correspondence emails and telephone calls to Sterling Search, Inc.
Any resumes sent or telephone calls made to CHP 11-99 Foundation will be redirected to Sterling Search, Inc.

CHP 11-99 Foundation is an Equal Opportunity Employer