



Job Title: Chief Development Officer
Location: Mount Gilead, OH
Job Status: Full Time, Beginning August, 2017
Reports to: Mimi Dane, Chief Executive Officer & President
Function: Development

Position Overview:

Flying Horse Farms, a full member of the SeriousFun Children's Network founded by Paul Newman, provides magical transformative camp experiences for children with serious illnesses and their families – free of charge. The **Chief Development Officer** is responsible for fostering a culture of philanthropy internally and advancing the mission of Flying Horse Farms externally through strategic fundraising initiatives. The CDO is primarily responsible for managing the Development team deriving contributed income from individuals, corporate and foundation sources and overseeing donor services including data analytics. Working closely with the CEO, she/he will be responsible for developing fundraising and advocacy programs, serve as board liaison for philanthropy and develop and lead a comprehensive campaign.

Function Overview:

The development team at Flying Horse Farms is a team of ten collectively raising \$5M+ in contributed income annually including \$500K in gifts in kind. The development team works collaboratively to raise the funds that directly create magic for our campers! Team members include: Chief Development Officer, Director of Development, Development Managers (NE Ohio, GIK, Grants/Foundation, Events, Donor Services), Development Coordinators (Grants/Foundation, Donor Services) and part-time Development Officers (Events, Annual Giving).

Duties & Responsibilities:

- Serve as a member of the senior leadership team, contributing to overall organizational strategies and representing the priorities and perspectives of the development function.
- Develop and execute an annual development plan to meet the strategic vision of the organization.
- Develop long and short term strategies to achieve fundraising goals in the areas of individual giving, corporate giving, foundation, GIK and special events.
- Design, develop and deliver comprehensive strategies to engage existing supporters, cultivate new supporters and maximize giving potential.
- Works with the CEO and board leadership to ensure the development committees and the board function effectively in fund development.
- Qualify prospects, cultivate, solicit and close gifts at all levels.
- Manage portfolio of corporate partners and expand general operating support opportunities. Play a key role in business engagement.
- Manage portfolio of major donors (primary portfolio 10K up) and develop strategy for donor retention.
- Consistent with the FHF Strategic Plan, develop compelling case for support, and lead a successful multi-year comprehensive campaign to address capital, endowment and general operating needs.
- Work closely with the communications team to articulate philanthropic messaging.
- Evaluate and assess fundraising program and benchmark against peer organizations.
- Develop advocacy and fundraising programs in new markets as assigned.
- Ensures attainment of the organization's development activities through the selection, development, motivation and evaluation of the development team.
- Ensure maximum coordination and efficiency of the entire development team and perform supervisory duties with direct reports:
 - Director of Development
 - Development Manager, Donor Services
 - Development Manager, Grants/Foundation
 - Development Manager, NE Ohio

Key Requirements:

- Show proven results as a successful fundraiser and manager
- Have a thorough understanding of fundraising principles and methodologies
- Understand how to motivate and guide the efforts of a fundraising team

- Be professional, self-motivated and exhibit optimism, energy and enthusiasm
- Thrive on attention to detail, be organized and have the ability to multi-task
- Be able to work both independently and in a team environment
- Have the ability to meet deadlines and goals
- Excellent oral and written communication skills
- Excellent computer skills including Microsoft Word, Excel, PowerPoint and Outlook
- General proficiency in Raiser's Edge donor software
- Knowledge of Central Ohio's philanthropic communities
- Ability and willingness to work evenings and weekends as required
- Ability and willingness to travel to additional markets; reliable transportation is required

General Requirements:

- Responsible for knowing and adhering to the policies and procedures described in the FHF staff manual
- Maintain a positive working relationship with staff members, volunteers, and families.
- Attend all required trainings and staff meetings
- Perform any other duties as assigned

Qualifications:

- Bachelor's degree (B.A.) from four-year college or university
- Minimum 10 years of development and/or management experience
- Experience in the non-profit sector is essential

How to Apply:

- Submit a cover letter and resume to: Jackie@flyinghorsefarms.org. No phone calls.

Flying Horse Farms provides magical, transformative camp experiences for children with serious illnesses and their families – free of charge. Located on 200 acres in Mt. Gilead, Ohio, camp first opened its gates in 2010 and hosts about 900 children and families each year.

Flying Horse Farms is the first camp in the Midwest to become a full member of the SeriousFun Children's Network. Founded in 1988 by actor, philanthropist and Ohio native Paul Newman, the Network is a community of independently managed and financed camps and programs creating opportunities for children with serious illnesses and their families. The Network has evolved from one camp to a global community serving 732,000 children and families across five continents.

The children who attend camp have illnesses including cancer, heart conditions, rheumatoid arthritis, blood disorders, asthma, gastrointestinal disorders and facial anomalies.

At Flying Horse Farms, for a weekend or week at a time, being sick takes a backseat to being a kid. And fun is priority number one. Campers participate in activities like swimming, boating, fishing, archery, high ropes and arts and crafts. Campers receive first-rate care at our on-site health center, staffed 24/7 by medical professionals from children's hospitals across Ohio and beyond.

Flying Horse Farms is an ACA-Accredited Camp with the American Camp Association.