

ASPEN LEADERSHIP GROUP

DIRECTOR OF DEVELOPMENT
GREAT PLAINS SPCA
Merriam, Kansas
[Great Plains SPCA](#)



The Aspen Leadership Group is proud to partner with Great Plains SPCA in the search for a Director of Development.

The Director of Development will manage and grow the financial strength of Great Plains SPCA (GSPCA) through Board development, individual, community, corporations, foundations, grants, and special events to achieve annual revenue goals. Great Plains SPCA is seeking candidates who are passionate about the mission of making a difference in the lives of pets and the people who love them.

Great Plains SPCA is the Kansas City Metropolitan Area's most unique and comprehensive *No Kill* animal welfare organization, serving more than 25,000 needy pets annually—more than any other agency in the area.

As an independent 501(c)(3) nonprofit, its lifesaving services for animals can only be provided because of the generosity of its supporters and their commitment to its mission. GSPCA does not receive government funding and it is not affiliated with national organizations such as The Humane Society of the United States or the ASPCA. GSPCA exists solely because of its caring Kansas City community and its gracious donors.

With a bi-state presence in Merriam and Independence, GSPCA proudly reports a live-release rate of 96% or higher calculated by the number of adoptions, returns to owner, transfers, and other live outcomes for a given time period divided by the total number of animals the shelter brought in for that same period.

GSPCA believes that no matter what their size, shape or story, all animals deserve the chance to live long, happy, and healthy lives. That is why together the GSPCA community works hard every day to be a lifeline to a better future for pets by providing comprehensive, affordable medical care, adoption services, and innovative community programs.

REPORTING RELATIONSHIPS

The Director of Development will report to the Chief Executive Officer, Tam Singer.

PRINCIPAL OPPORTUNITIES

As the Greater Kansas City's most comprehensive No Kill animal welfare organization, we serve more than 25,000 pets annually.

The Great Plains SPCA is poised for tremendous success in our development division. The successful candidate will be able to build upon a robust database of 45,000 individuals and implement a strong, "best practices" development operation. Opportunity exists in board development and expansion, creating a significant major gifts program, securing corporate support, and identifying the most strategic events to undertake, among others.

GPSPCA has a strong reputation in the community already. The Director of Development will help foster new relationships and strengthen existing relationships by being an externally-focused senior team member and strategic thought partner to the CEO.

The successful candidate should be mission-aligned and demonstrate a passion for the human-animal connection.

–Tam Singer, CEO

PRIMARY RESPONSIBILITIES

The Director of Development will

- oversee the design, leadership, and implementations of a comprehensive development program;
- collaborate with the leadership team to develop and implement an annual fundraising plan and Board development and growth;
- cultivate and nurture relationships with current and potential corporate & foundation sponsors and individual donors;
- write grant proposals and reports to corporate, foundation, and government funders;
- develop, implement, and support strategies that will offer sustainable short-term, intermediate, and long-term growth in contributed income;
- research and identify new funding ideas, current, and prospective donors;
- work with the leadership team to develop annual income and expense budgets for the development department;
- develop resources to meet revenue goals and manage development expenses; analyze and report on variances between actual and budgeted income and expenses;
- provide monthly reports on fundraising activities, major gifts, grants, special events, donor relations, and other funding efforts;
- ensure accurate contact and correspondence records are maintained;
- stay informed of philanthropic, economic, and social trends related to fundraising;
- maintain statistical and research data for all funding sources; track and report on regional development trends;
- assist with special events; and
- manage 1-2 staff.

KEY COLLEAGUES



Tam Singer
Chief Executive Officer

A native of United Kingdom, Tam joined GPSPCA in 2017 after moving from Nashville where she worked for the previous five years in the corporate world, most recently as a Director of Recruiting for a billion dollar technology company. During her corporate tenure, Tam was heavily involved in volunteering and set up and ran her own nonprofit animal welfare organization that focused on improving the human animal bond through education and community action while also promoting plant based diets. Since joining GPSPCA Tam has been promoted from COO, President and COO to CEO. Tam has six of her own animals and lives in KS.

CANDIDATE QUALIFICATIONS AND QUALITIES

Great Plains SPCA is seeking a Director of Development with

- a proven record of success in meeting fundraising goals;
- strong learning agility and willingness to work through obstacles;
- understanding of nonprofit businesses and the unique challenges they face;
- demonstrated success with face-to-face gift solicitations over \$5,000;
- an ability to balance competing priorities and manage new projects while staying flexible;
- an understanding of the needs and interests of donors in order to develop and enhance donor relationships;
- experience identifying, cultivating, soliciting, and stewarding major donors;
- a desire to work in a fast-paced, collaborative environment;
- experience cultivating and nurturing relationships with current and potential corporate and foundation sponsors and individual donors;
- experience writing grant proposals and reports to corporate, foundation, and government funders;
- excellent oral and written communication skills including an engaging public speaking style;
- an ability to motivate staff and provide leadership; and
- highly developed technology skills.

A bachelor's degree is required for this position as is three to five years of combined development leadership and fundraising experience in the nonprofit sector.

SALARY & BENEFITS

Great Plains SPCA offers a competitive salary and benefits package.

LOCATION

Great Plains SPCA is located in Merriam, Kansas in the Kansas City Metropolitan Area—15 minutes from downtown Kansas City.

DIVERSITY AND INCLUSION

Great Plains SPCA is an equal employment opportunity employer. GSPCA maintains an environment based upon mutual respect and cooperation and it values each employee's desire to communicate and act in a caring and professional manner at all times. This applies to all persons involved in the operations of GSPCA.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please review them for accuracy. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To nominate a candidate, please contact Anne Johnson:
annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.