



**DIRECTOR, MAJOR GIFTS, MIDWEST
BOYS & GIRLS CLUBS OF AMERICA**

Remote—Metropolitan Chicago

<https://www.bgca.org/>



**BOYS & GIRLS CLUBS
OF AMERICA**

The Aspen Leadership Group is proud to partner with the Boys & Girls Clubs of America (BGCA) in the search for a Director, Major Gifts, Midwest.

Under the supervision of the Senior Director, Major Gifts, the Director, Major Gifts has responsibility for assuring the successful achievement of aggressive fundraising goals for gifts valued at \$50,000 and above. The Director, Major Gifts will be responsible for monthly visits and managing a portfolio of 150-200 prospective prospects and donors. The Director, Major Gifts will have primary responsibility for the development of a major gift portfolio to be sourced from referrals, event attendees, and highly rated prospects from integrated direct response strategies, as well as their own prospecting. Strong focus will be placed on the development of individual philanthropic prospects and donors from the annual events. The Director, Major Gifts will work in collaboration with Regional Development Officers, events, senior leadership, and board members to engage and solicit major gifts to meet annual major gift revenue goals.

Boys & Girls Clubs of America had its beginnings in 1860 with three women in Hartford, Connecticut - Mary Goodwin, Alice Goodwin and Elizabeth Hammersley. Believing that boys who roamed the streets should have a positive alternative, they organized the first Club. With character development as the cornerstone of the experience, the Club focused on capturing boys interests, improving their behavior, and increasing their personal expectations and goals. A cause was born.

Boys & Girls Clubs provide a fun, safe, and constructive environment for kids and teens during out-of-school hours. Community-based and led by professional staff, Clubs serve small towns, large metropolitan areas, public housing communities, and Native populations, as well as those who live on U.S. military installations worldwide. They offer programs and services to help young people succeed in school, develop leadership skills, and maintain healthy lifestyles. Clubs offer a variety of tested, proven and nationally recognized programs designed to empower kids and teens to excel in school, become good citizens and lead healthy, productive lives. Programs are tailored to the local community and customized for each age group to meet the interests and developmental needs of young people ages 6-18. Boys & Girls Clubs of America's research shows that young people who attend a Club regularly tend to do better than their peers nationally.

REPORTING RELATIONSHIPS

The Director, Major Gifts, Midwest will report to the Senior Director, Major Gifts.

PRINCIPAL OPPORTUNITIES

This is an exceptionally exciting time to join BGCA to build the MG team, as this stream of revenue will see the most substantial growth moving forward. BGCA leadership has invested in this area for growth, and has hired new leadership (Senior Director of MG) to recruit for this emerging team.

PRIMARY RESPONSIBILITIES

The Director, Major Gifts, Midwest will

- identify and manage a portfolio of 150-200 primary prospects including the identification needed to build a robust portfolio of major gift prospects and donors;
- manage prospect activity in the Midwest and track activity in Sales Force;
- participate in all aspects of the gift cycle;
- initiate contacts with potential leadership and major gift donors;
- develop appropriate cultivation strategies for prospects, including leveraging both internal and external leadership;
- move potential donors in an appropriate and timely fashion toward solicitation and closure;
- in coordination with the Regional Development Officer, identify, cultivate, and solicit major gift prospects for financial support directly toward fulfillment of the region's major gift target;
- participate in the planning and implementation of BGCA national fundraising activities, especially those within the Midwest;
- in partnership with the National Vice President, Development and Senior Director, Major Gifts, identify, cultivate, and solicit major gifts in support of the region's affinity target;
- support the Regional Development Officer to ensure recruitment of individual philanthropists to regional Trustee boards and work collaboratively on strategies to bring 50% of Trustees recruited to the major gift pipeline;
- meet or exceed \$500,000 in new operating revenue for BGCA in FY18;
- work as a productive member of the Resource Development team and with other departments of the national BGCA staff;
- perform other fundraising activities as assigned by the Senior Director, Major Gifts or the National Vice President, Development; and
- demonstrate BGCA mission driven I*CARE values, and integrate these beliefs into BGCA's environment and ways of work.

KEY COLLEAGUES



Mika Standard
Senior Director, Major Gifts

Mika Standard is Senior Director of Major Gifts on the Resource Development Major Gift and Events team at Boys and Girls Clubs of America. In this role, Ms. Standard is responsible for the national major gifts vertical, growing individual philanthropic revenue, as well as working collaboratively with the Regional Resource Development Officers to grow Trustee/board giving and event revenue through major gifts.

Most recently, Ms. Standard was the Senior Philanthropy Officer at MedStar Washington Hospital Center (MWHC) where she developed and implemented strategies for the philanthropy programs at Washington Cancer Institute and Women's and Infants' Services partnering with grateful patient families and clinical staff to build, grow, and sustain important research, education, capital and programmatic initiatives of the Hospital.

Ms. Standard has held positions in wealth management at PaineWebber and UBS where she managed investment portfolios, trusts and estates for high-net-worth clients. Ms. Standard has over 10 years of major gift fundraising experience with a specific focus in cancer research, patient programs, and capital projects. She has held positions in individual and planned giving and national volunteer management at the American Association for Cancer Research (AACR); Interim Executive Director of Development, at Sidney Kimmel Cancer Center at Thomas Jefferson University and Hospitals (SKCC); Director of Development for the Leukemia & Lymphoma Society, Eastern PA Chapter (LLS); and Director of Development for the Children's Hospital of Philadelphia Foundation (CHOP).

Ms. Standard has managed several boards including the Washington Cancer Institute Philanthropy Council at MedStar MWHC, Colon Cancer Prevention in the Neighborhood Stakeholder Committee, Children's Brain Tumor Tissue Consortium Board of Visitors at CHOP, LLS Eastern PA Chapter Board, SKCC Board of Advisors, and the Foundation Board of the AACR.

Mika Standard earned her BSBA in Management with a double minor in Art History and Studio Art from Bucknell University. She holds a Certified Fund Raising Executive (CFRE) designation, as well as a Fellow in Charitable Estate Planning. Ms. Standard is a member of the Association of Fundraising Professionals; Planned Giving Council of Greater Philadelphia; Association of Black Fundraising Executives; Association of Healthcare Professionals, and National Association of Cancer Center Development Officers.

She is also a member of the Union League of Philadelphia and a founding board member of the Walnut Club of Philadelphia.



Vanessa White
National Vice President, Development

Vanessa White is a fundraising executive with 19 years of experience in sales and development. She has held positions of increasing responsibility leading development programs in complex institutions. She has successfully lead fundraising and alumni relations programs,

with expertise focusing on major/leadership gifts, comprehensive campaigns, strategic planning, and the management of programs and staff.

From 2013 to 2016, Vanessa served as the Associate Vice President for The Children's Hospital of Philadelphia (CHOP). At CHOP, she oversaw all major, leadership, and planned giving programs, as well as campaign operations. At that time, the CHOP Foundation had a staff of 75 professionals and raised over \$100 million annually, highlighted by \$50 million gifts in 2013 and 2015 and a \$25 million gift in 2016.

Prior to Children's Hospital of Philadelphia, Vanessa was Executive Director for Penn Medicine's Office of Development and Alumni Relations. Serving the University of Pennsylvania since 2004, Vanessa assumed positions of greater responsibility throughout her tenure. Beginning in the School of Medicine, she was ultimately responsible for all School of Medicine programs and staff. In 2008, Vanessa was promoted to oversee fundraising efforts for Penn Medicine's grateful patient programs for their multi-hospital system. At the time, Penn Medicine had a staff of 90 and raised over \$80 million annually.

Vanessa came to the University of Pennsylvania from Drexel University where she served as a major gift officer for Drexel's LeBow College of Business. She was responsible for major gifts for the LeBow College of Business within the University's larger \$100 million comprehensive campaign.

Prior to joining Drexel University in 2001, Vanessa served in positions of increasing responsibility within the pharmaceutical sales and health insurance arena. Vanessa lives in Haddonfield, New Jersey with her husband Gary and her daughter Elizabeth.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Director, Major Gifts, Midwest should have

- successful track record of recruiting and working with high level volunteer board and committee members to meet fundraising objectives including planning, managing, and initiating solicitations;
- strong experience prospecting, identifying, and developing prospect pools
- experience closing six- and seven-figure solicitations;
- high yield committee fundraising experience;
- experience planning meaningful strategic individual donor cultivation events;
- demonstrated ability recruiting and strategically working with board members and volunteers in resource development efforts;
- excellent verbal and written communication skills;
- strong interpersonal skills;
- knowledge of successful special event fundraising practices;
- intermediate Microsoft Word, database (Salesforce), research and spreadsheet skills;
- demonstrated understanding and utilization of fundraising techniques to identify, solicit, and steward gifts from various donor sources (i.e., individuals, corporations, foundations); and

- high energy level, comfort performing multi-faceted projects in conjunction with day-to-day activities, good reasoning abilities, sound judgment, and the ability to work under time pressures.

A bachelor's degree in a related discipline or education/experience equivalency is required for this position as is a minimum of seven years of demonstrated successful experience developing and stewarding a major gifts portfolio in a large metropolitan area.

SALARY & BENEFITS

Boys & Girls Clubs of America offers a competitive salary and benefits package.

LOCATION

The successful candidate may work remotely from the Chicago metropolitan area 3-4 days a week with 1-2 days spent in the BGCA office located in the northwestern Chicago suburb of Schaumburg, located 31 miles from the city.

DIVERSITY AND INCLUSION

The mission of Boys & Girls Clubs of America is to provide an inclusive environment for a diverse group of employees, volunteers, and Club members, where opportunities and equal access are demonstrated at all levels. BGCA has zero tolerance for discrimination in any form. The model it sets fosters its ability to understand, support, and deliver on its organizational goals and commitment to youth. Inclusion cultivates an environment that builds healthy and productive working relationships by creating a foundation of equal treatment, influence, and respect for diversity.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and 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.



ASPEN LEADERSHIP GROUP

Aspen Leadership Group focuses exclusively on search and talent management in the field of philanthropy. Recognized leaders in the field recruit and provide counsel to other leaders and emerging leaders, building enduring, productive relationships and supporting exceptional careers.

Learn more at www.aspenleadershipgroup.com and <http://www.philanthropycareer.net/>