



CHOATE
ROSEMARY HALL

Leadership Gifts Officer

Choate Rosemary Hall

Wallingford, CT | Spring 2019

DRAFT May 13, 2019

Maya Grevatt
CONSULTANT
Development Guild DDI
Tel. 617.277.2112 x238

Bill Weber
PRESIDENT
Development Guild DDI
Tel. 617.277.2112 x239

developmentguild.com

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Choate Rosemary Hall seeks an enterprising Leadership Gifts Officer to join an ambitious team and engaged School community and to help lay the foundation for a successful \$300M Campaign.

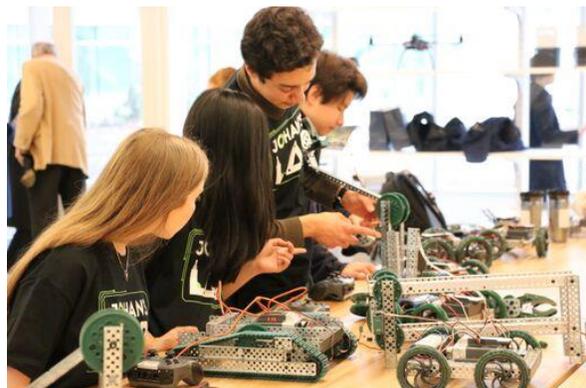
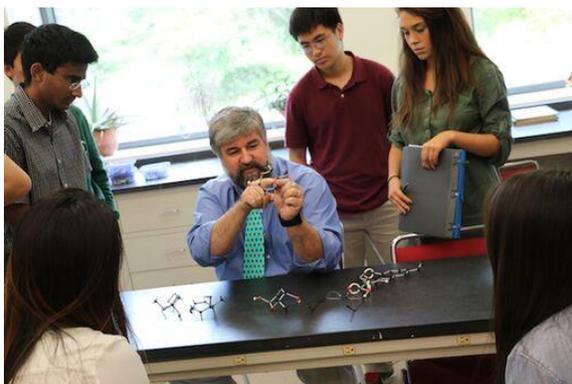
About Choate Rosemary Hall

Founded by the Choate family in 1890, this internationally recognized and forward-thinking secondary school is a leader in curricular innovation. Set on more than 400 acres in Wallingford, Connecticut, the School's impressive campus and facilities support the growth and development of more than 850 students each year.



The appointment of Dr. Alex D. Curtis as Head of School in 2011 continues the tradition of excellence set by previous heads. Now in his eighth year, Dr. Curtis has brought Choate to new levels of success, achievement, and recognition as a global leader in secondary education. He has shepherded a number of initiatives including the full adoption of a one-to-one iPad program, a campus master plan, and a task force on community and has overseen the design and building of three LEED-Certified campus facilities: the Cameron and Edward '74 Lanphier Center for Mathematics and Computer Science (opened in 2015), St. John Hall student center (opened in 2017), and Ann and George '72 Colony Hall (opening in the fall of 2019).

A dynamic and robust learning community, Choate is known for its rigorous academic program and the breadth and depth of its curriculum. Every year more than 150 students participant in one of the School's eight Signature Programs which offer opportunities for immersive study and research in areas such as environmental science, public service, performing arts, and robotics. One of the first independent schools in the country to adopt a one-to-one iPad program, Choate is committed to using technology thoughtfully to enhance teaching and learning both in and out of the classroom. The Lanphier Center, a state-of-the-art math and computer science building, houses the Lin Family i.d.Lab which features hands-on, experiential learning with a strong foundation in design thinking. Choate prepares its students to thrive in an ever-changing world.



Philanthropy at Choate Rosemary Hall

With a sizable endowment of more than \$390M, generous alumni and engaged Board members, and a strong philanthropic program responsible for raising \$38M in 2018, Choate is able to provide their advancement staff of 25+ with the budget and resources they need to be successful.

Dr. Curtis, along with School and volunteer leadership, has demonstrated continued investment in philanthropic priorities, including a comprehensive campaign. This commitment is reinforced under the department's strategic direction of Dan Courcsey, Executive Director of Development and Alumni Relations, and Mari Jones, Director of Development and Alumni Relations.

Slated to publicly launch in the fall of 2020, Choate is embarking upon an ambitious fundraising campaign to increase both current-use and endowment resources. This campaign will allow the School to amplify its investment in financial aid; faculty and the important work they undertake; student life and well-being; and the residential housing system. The campaign is focused on 4 major areas:

- Affordability and Access
- Teaching and Learning
- Campus and Community
- The Annual Fund

About the Position

The incoming Leadership Gifts Officer (LGO) will be joining Choate as they gear up for an ambitious \$300M campaign. This position offers a remarkable opportunity for a high-performing, early-career fundraiser to get in on the ground floor of a transformative campaign and accelerate their expertise and professional growth with a rich portfolio of individual donors. The incoming LGO will be charged with contributing significantly to this campaign effort, and beyond.

Reporting to Heather Cordes, the Director of Leadership and Annual Giving, the LGO will focus on the cultivation, solicitation, and closure of major annual and capital gifts by managing a select portfolio of 150 prospects and donors with the capacity to give large gifts to help meet Choate's fundraising objectives. They will also have the benefit of inheriting a robust portfolio of prospects, offering a diverse pipeline from well cultivated donors to rich discovery work. The incoming LGO can anticipate joining a collaborative, collegial environment with an active and accessible senior management team. They should have an authentic desire to be in an independent school environment and possess the ability to communicate the School's mission and priorities to a diverse audience.



Key Responsibilities

Manage and develop a portfolio to generate significant contributions to campaign:

- Cultivate, solicit, and close major, annual, and capital gifts from a select portfolio of 150 prospects and donors
- Build and expand the engagement of Choate's leadership prospect pool; identify strategies and opportunities to align prospects with various School priorities as a key component of the comprehensive campaign
- Attain an annual visit goal and achieve annual personal and team revenue goals
- Partner with colleagues in Gift Planning, Annual Fund, and Parent Giving to maximize contributions and ensure clear communication in the cultivation and solicitation process



Build strategic and collaborative relationships with partners across Choate community:

- Develop and maintain a thorough understanding of Choate's strategic priorities and goals
- Create opportunities to engage the Head of School, Trustees, campaign volunteers, faculty, and staff members in the cultivation and solicitation of current and potential donors

Key Qualifications

- 3+ years of frontline development experience with increased responsibility
- Experience soliciting 5-figure gifts from individuals
- Goal oriented and metrics and data driven
- High level of comfort with pipeline and prospect management systems
- Relevant leadership qualities (vision, strategy, capacity to motivate)
- Collaborative and communicative contributor
- Independent with high level of accountability
- Ability to travel regionally and nationally



Highly preferred:

- Experience with capital or comprehensive campaigns
- Experience fundraising for education institutions
- Record of success with alumni and parent donors

Choate prohibits in all its programs, including hiring and employment practices, discrimination against or harassment of any member or group based upon age, gender, race, color, national origin, ancestry, religion, marital status, sexual orientation, disability, genetic information, gender identity or expression, veteran status, or any other category protected by Connecticut or federal law, except in the case of a bona fide occupational qualification.

Please email your resume in confidence to:
ChoateLGO@developmentguild.com

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For more information about Choate Rosemary Hall, please visit <https://www.choate.edu/>.
For more information about Development Guild DDI, please visit www.developmentguild.com.



About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

