



Senior Major Gift Officer, West  
National Coast Guard Museum  
Association

Midwest or West Coast | Winter 2020

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## About National Coast Guard Museum Association



Our nation expects the most from the U.S. Coast Guard. Since its inception in 1790, the Coast Guard and its predecessor services have tirelessly fulfilled their mission of saving lives, enforcing maritime law, combating terrorism, facilitating commerce, and protecting the environment—all carried out by highly trained men and women who perform these missions with honor, respect, and devotion to duty. Yet, unlike all other Armed Services, there is no place for the Coast Guard to share its history and tangible artifacts. These hallowed items are currently crated and stored in a facility not accessible to the public. Without a

museum, we risk losing an important part of our history, miss the opportunity to educate the public about the maritime challenges our nation faces, and fail to demonstrate how the service and its partners meet these challenges.

The 80,000 sq. ft. Museum on the waterfront in New London, CT will engage, educate and inspire visitors by honoring the courage and skill of the men and women of our Nation's unsung Armed Service. The Museum will explore the Coast Guard's rich history and current impact on our nation and world through interactive exhibits, science, technology, engineering, and mathematics (STEM) based learning experiences, leadership development programming, and public/private partnerships. The Museum Association will deliver a world class museum with robust programming through the *When the Most is Expected* Capital Campaign, a public/private partnership estimated to total over \$150 Million, of which \$56M is already committed. The Campaign will be comprised of the following contributions:

- \$100M+ from private sources including individuals and maritime, energy, and defense industry partners.
- \$20M from the State of Connecticut: to coordinate concurrent construction of a pedestrian access walkway to the Museum and neighboring facilities. Funding secured in 2018.
- \$30M committed by the Federal Government to design and construct museum exhibits and interior programming; the first \$15M has been appropriated as of January 2020.



Once established, the Museum will be gifted to the U.S. Coast Guard, which will then fund and operate it free to the public. The Coast Guard has set a goal to open the Museum in 2024.

## About the Position

Development Guild DDI is partnering with the leadership of the Museum Association to help recruit a strategic, experienced Senior Major Gifts Officer for its nine-figure capital fundraising campaign to build the National Coast Guard Museum. Defined by a team-oriented environment that reflects a strong commitment to its collective mission, this new organization has the distinct honor, privilege, and responsibility of bringing a unique heritage and STEM discovery center to life. To enhance its forward

momentum, the Museum Association is looking for an entrepreneurial thinker and go-getter, capable of identifying and building a new donor pool at key strategic regions throughout the United States.

Reporting to the Chief Development Officer, the SMGO must be results-oriented professionals who will identify, cultivate, solicit, and steward a portfolio of 125-150 donors and prospects. The SMGO will prospect for new donors in cooperation with the CDO, Board of Directors, and the Capital Campaign Committee to build his/her portfolios of high net worth individuals and corporate leaders. Qualified candidates must have a strong track record of securing six- and seven-figure gifts and a history of involvement in large-scale comprehensive campaigns. Frequent travel is required throughout the United States. The SMGO will work remotely with required periodic visits to the New London, CT headquarters. The SMGO will be based in a key strategic location on the West Coast or in the Midwest.

## Key Responsibilities

- Build and manage a caseload of 125-150 major donors and prospects.
- Effectively identify new prospects from USCG-associated individuals, high net worth individuals, and maritime, energy, and other industry corporations and executives.
- Strategically engage new prospects through active outreach.
- Research prospects to determine giving capacity and priorities.
- Utilize technological and analytical solutions to track moves management and measure progress against goals.
- Oversee personalized gift acknowledgement and work with appropriate staff to coordinate such efforts for consistent and meaningful cultivation and stewardship.
- Produce persuasive major gift proposals that link the donors with meaningful naming opportunities in the Museum.



## Key Qualifications

- 5-7 years of major gifts fundraising experience, including large scale and capital campaigns.
- Tenacious team player motivated by mission and accountability.
- Comfort with an aggressive "ask" which could happen as early as first or second visit.
- A metrics-driven, entrepreneurial mindset that informs strategy and work.
- Experience working with high level volunteers and their committees.
- Proven record of securing six- and seven-figure major gifts from individuals, foundations, and corporations.
- Ability to identify and secure support from new constituencies, utilizing donor prospecting and research.
- Ability to write proposals and articulate a persuasive case for support.
- Independence and high level of accountability.
- Stellar communication skills, written and verbal.
- Ability to travel frequently.

**All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.**

Please email your cover letter and resume in confidence to:

[CoastGuardSMGO@developmentguild.com](mailto:CoastGuardSMGO@developmentguild.com)

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For more information about the National Coast Guard Museum Association please visit

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

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### **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.

