



Director of Campaigns and Major Gifts

Woods Hole Research Center

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BOSTON | NEW YORK

Woods Hole Research Center seeks nominations and expressions of interest for the newly created position of Director of Campaigns and Major Gifts to be based in Woods Hole or the greater Boston area

About Woods Hole Research Center



Located on a 10-acre campus near the village of Woods Hole, the Woods Hole Research Center (the Center) is a private, nonprofit research organization and acclaimed leader in addressing the great global environmental issues of our time through science and policy. Its core focus is to conduct high quality scientific research, and policy analysis and implementation on environmental issues. The Center concentrates on climate change and related issues such as: deforestation, resource limitation, food security, forest, soil and water conservation, and biodiversity conservation. WHRC's research is published

in the world's best peer-reviewed scientific journals. These findings and discoveries form the basis of credibility for applying science to the policy challenges of stewardship and sound management of the Earth's ecosystems in an increasingly resource-limited world. The Center's scientists are involved in policy processes ranging from international climate negotiations to decisions at the community level in developing countries. WHRC scientists have contributed to every IPCC Assessment Report, helped to launch the United Nations Framework Convention on Climate Change, and its scientists were part of the IPCC team awarded the Nobel Prize in 2007.

Founded in 1985 by renowned ecologist George M. Woodwell, Woods Hole Research Center is known for conducting research that is targeted to fill knowledge gaps and inform public policy. A leader in its field, Woods Hole Research Center has 70 staff members, and attracts some of today's top experts on global environment issues.

The Center is a leader in the fight to mitigate climate change due to the superior level of research they conduct and the staff expertise they deploy. The Center conducts research throughout the Amazon, the Arctic, central Africa, and North America, and collaborates with a wide variety of partners to understand the causes and impacts of climate change and to implement more science-based policies. Ensuring that the Center continues to have the resources to fund this research and influence public and private global policy has never been timelier or more urgent.

About Philanthropy at Woods Hole Research Center

The Center has an annual operating budget of \$12M, the vast majority of which is raised from philanthropy and competitive government grants. Philanthropic support allows the Center to inform worldwide policies and scientific strategies in response to climate change. Dollars raised support complex worldwide research, and education and policy engagement on a range of topics critical to the climate change challenge.

Fundraising at the Center benefits from highly committed Board members who are eager to help



broaden the base of support from their own networks, as well as an engaged current donor base with a passion for the work and impact of the Center on climate change issues. The new Director of Campaigns and Major Gifts will join the Center at an exciting and pivotal time in its history and impact.

About the Position

The Center seeks an experienced fundraising professional to join a dynamic and growing Development team. Reporting to the Vice President for Strategy & Advancement (VP SA), the Director of Campaigns and Major Gifts (Director) will craft and implement strategies for the identification, cultivation, solicitation, closure, and stewardship of major donors in order to meet ambitious financial and new donor engagement goals.



The Director will play a leadership role with the continued execution of the current \$10M Fund for Climate Solutions Campaign to fund breakthrough research initiatives and ongoing scientific discovery. The Director will also be charged with strengthening the relationship between the Center and its constituencies through superior relationship management to increase giving from top donors with the appropriate involvement of Center leadership, scientists, staff, and volunteers.

The position requires strong interpersonal skills, a track record of securing transformational gifts in support of an ambitious vision, an enthusiastic commitment to identifying new prospects and discovery work, an interest and aptitude for environmental/science issues, a passion for the work and impact of the Center, and an understanding of the environmental philanthropy landscape.

Key Responsibilities

Campaigns Oversight:

- Manage stewardship of leadership donors for WHRC's priority campaigns: including the Annual Fund, Fund for Climate Solutions, and a variety of program-specific initiatives
- Grow and manage a national portfolio of 250 donors capable of making five- to seven-figure gifts
- Work closely with scientists to develop concepts and cases of support in keeping with the established priorities of the Center to engage new donors and increase support from existing donors
- Work strategically, as assigned, with the Center and volunteer leadership to support fundraising priorities
- Travel to cultivate and solicit prospects and donors

Major Gift Prospect and Donor Engagement:

Grow and manage a national portfolio of 250 donors capable of making five- to seven-figure gifts

Work closely with scientists to develop concepts and cases of support in keeping with the established priorities of the Center to engage new donors and increase support from existing donors

Work strategically, as assigned, with the Center and volunteer leadership to support fundraising priorities

Travel to cultivate and solicit prospects and donors

Key Qualifications

- Bachelor's degree and 7+ years campaign and major gift experience
- Track record of securing major gifts from new prospects and increasing gifts from current supporters
- Ability to travel locally and nationally to meet with donors and prospects
- Knowledge and interest in environmental science/issues
- Excellent written and oral communication skills
- Experience with Raiser's Edge and fundraising research tools is helpful
- Exceptional interpersonal, presentation, and communication skills, with the ability to interact with a wide range of constituents, including scientific experts and donors
- Ability to work well independently and as part of a dynamic team in a constantly evolving environment, with people of diverse backgrounds, cultures, and nationalities

Woods Hole Research Center is an Equal Opportunity Employer. It is our policy to not discriminate against any applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, national origin, age, marital status, genetic information, disability or because he or she is a protected veteran.

Please email your cover letter and resume in confidence to WoodsHole@developmentguild.com

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For more information about Woods Hole Research Center, please visit <http://whrc.org/>

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About Development Guild DDI

Development Guild DDI is a national management consulting firm partnering with leading nonprofits to deliver the strategy, talent, and philanthropic resources that impact organizations and mission delivery. We focus our work across the nonprofit sector, particularly in the fields of education, health & science, the arts, and social justice.

More than 500 clients have shaped the regional, national, and global reach of our extensive relationships, knowledge, and results. Leveraging our work with nonprofit governance and leadership development, we deliver service in two areas: fundraising and executive search.