



Senior Major Gift Officer

Woodwell Climate Research Center

New England

Winter 2020

Suzanne Battit

SENIOR VICE PRESIDENT, PRINCIPAL

Development Guild DDI

617.277.2112 x237

sbattit@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

Woodwell Climate Research Center seeks a Senior Major Gift Officer to raise funds in the fight against climate change.

About Woodwell Climate Research Center

Woodwell Climate Research Center (Woodwell Climate) is a top ranked independent climate research institute whose mission is to advance science-based climate policies through scientific research and outreach. The keys to Woodwell Climate's success are the quality of their science and the ability to connect science to opportunities to influence policies and decisions.

Woodwell Climate was originally founded as Woods Hole Research Center by the renowned ecologist Dr. George Woodwell in 1985. The organization was established to put the insights of climate science into the hands of global decision makers. Since then, Woodwell Climate researchers and dedicated staff have worked to advance understanding and urge meaningful action at the local, national, and international levels.



Woodwell Climate works around the globe, conducting world-class research to understand how changing conditions, land use, and other forms of disruption affect local ecosystems and the larger world. Woodwell Climate's [work](#) is focused on five research areas: [Arctic](#), [Tropics](#), [Water](#), [Carbon](#), and [Risk](#).

With a decades-long legacy of leadership in climate science, policy, and education, Woodwell Climate scientists helped to launch the United Nations Framework Convention on Climate Change in 1992 and have contributed to every annual assessment report that has followed. In 2007, Woodwell scientists shared the Nobel Prize awarded to the Intergovernmental Panel on Climate Change, while two Woodwell Climate Research Center presidents served in White House science advisory positions.

Woodwell Climate is located on a 10-acre campus near the village of Woods Hole, MA. The campus is located on the traditional and sacred land of the Wampanoag people who still occupy this land, and whose history, language, traditional ways of life, and culture continue to influence their vibrant community.

About Philanthropy at Woodwell Climate Research Center

Philanthropy at Woodwell Climate is an organizational strategic priority. With a new Chief Development Officer, as well as a new Director of Annual Giving & Donor Engagement, the organization is investing in its fundraising infrastructure and continues to do so with the newly created role of Senior Major Gift Officer. The organization has also embarked on a multi-year campaign—the Fund for Climate Solutions—where they have begun to secure a number of large gifts. Woodwell Climate's Board is extremely vested in the growth of the fundraising program; they are committed to assisting with growing the pipeline and broadening their network across the country and the world to take the program to a new level. The opportunity to engage prospects in climate science and invest in creating a healthier planet is ripe.

About the Position

The Senior Major Gift Officer (SMGO) reports to the Chief Development Officer (CDO) and collaborates with members of Woodwell Climate's leadership, principal investigators, staff, Board members, affinity group members, major gift donors and prospects, friends and volunteers, with the primary focus of major donor engagement and solicitation.



The SMGO drives strategy, research, cultivation, solicitation, and stewardship for a portfolio of approximately 125 donors, focused on gifts of \$10,000 or more, with a goal of expanding the pool of donors and increasing their giving to \$25,000 or more. This role maximizes donor discovery donor research, direct donor engagement, and stewardship strategies to develop and grow their major gifts portfolio, taking advantage of untapped potential. The SMGO develops

tailored and targeted cases for the organization's vital climate science research programs, and effectively utilizes moves management systems to advance direct solicitations for major gifts in support of the Woodwell Climate strategic priorities.

The SMGO works with the CDO to grow the President's Council, which is an engine for cultivating, engaging and stewarding major and principal gift donors.

The SMGO is expected to be on the Woodwell Climate campus in Falmouth, MA a minimum of two days per week when not travelling on behalf of Woodwell Climate and at all on-campus development events.

Key Responsibilities

Fundraising

- Develop and implement rigorous strategies and schedules for identifying and researching new prospects, and cultivating, soliciting, and stewarding major gift donors
- Maintain an active schedule of in-person donor engagements, maximizing direct donor interaction
- Work with the Development team, Communications team, Woodwell Climate's leadership, program area scientists (Arctic, Carbon, Risk, Tropics, and Water), and board and President's council members to actively engage donors to meet and exceed fundraising goals
- Build, grow and maintain a portfolio of donors with an emphasis on gifts of \$10,000, or greater, in support of Woodwell Climate's strategic priorities while also supporting the President, Board and scientists with solicitations
- Develop customized briefing documents, solicitation materials, proposals, correspondence, and gift acknowledgements, all consistent, with Woodwell Climate's strategic messaging
- Regularly attend and provide hands-on support for Woodwell Climate events in Falmouth, MA and across the country during the evenings and outside of regular business hours
- Actively contribute to bi-weekly prospect review sessions with the CDO and others
- Collaborate with the Senior Associate for Development Operations to follow policies and procedures for all data entry and utilizing Raiser's Edge to run reports and other information as needed

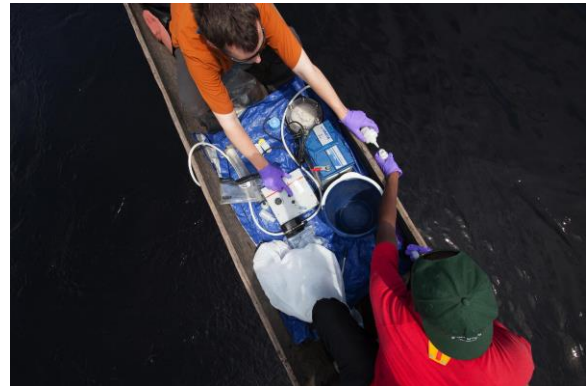
- Develop and manage an annual individual fundraising goal while also contributing to the overarching unrestricted annual department goal in collaboration with the Director of Annual Giving & Donor Engagement
- Partner with the Director of Board Relations & Stewardship on legacy gift planning to effectively utilize appropriate donor-centered giving vehicles, follow up on requests for information about legacy giving and the George Perkins Marsh Society
- Help to grow a culture of philanthropy among Woodwell Climate's networks and constituents

Development and Growth of the President's Council

- Work in collaboration with the CDO and the Director of Board Relations & Stewardship to grow the President's Council (PC) as an engine for cultivating, engaging and stewarding major and principal gift donors
- Collaborate in developing programming for the PC Members and recruit leadership donors for key volunteer roles on the council to providing guidance and engagement for the greater group
- Provide ongoing individual communication and updates on Woodwell Climate's research and activities to keep PC members apprised of ongoing progress toward mitigating climate change, and Woodwell Climate's powerful role in utilizing natural climate solutions to sequester carbon and remove it from the atmosphere

Key Qualifications

- 8-10 years of frontline fundraising experience in a complex, multilayered setting without a built-in constituency, as well as a track record of successfully securing major gifts, annual gifts and legacy gifts and exceeding income goals in a competitive fundraising environment
- Proven track record of strategically using moves management to maximize revenue and donor retention
- Sincere enthusiasm for preserving our planet earth and securing a safe and healthy environment for future generations
- Experience with volunteer leadership and committees
- Personable, highly organized, detail-oriented, and entrepreneurial
- The ability to grasp and effectively communicate about scientific research and an authentic curiosity and interest in learning about climate science and related issues
- Excellent oral, written, interpersonal, analytical, and organizational skills
- Must be willing to travel
- Proficiency in computer applications, including Microsoft Word, Excel, Google Docs, PowerPoint, and Raiser's Edge or similar fundraising database
- Ability to be tactical and strategic, using limited resources
- Fluency in Spanish or Portuguese an added benefit



Woodwell Climate Research Center is committed to a firm policy in favor of equal employment opportunity and will abide by all applicable state and federal regulations by not discriminating against any applicant or employee on the basis of race, religion, color, creed, sex, age, national

origin, citizenship status, marital status, sexual orientation, gender identity and expression, disability or veteran status. Our commitment to equal employment opportunities shall include employment, upgrading, promotion, demotion, transfer, leaves or other absences from work, layoff, compensation and benefits, selection for training or other education, professional opportunities and conflict resolution.

It is also the policy of Woodwell Climate to take affirmative action to employ and to advance in employment, all persons regardless of their status as woman, minority or individuals with disabilities or protected veterans, and to base all employment decisions only on valid job requirements.

Please inform us of any necessary accommodations required during the application process and/or at any time during employment.

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

For more information, please visit www.developmentguild.com.

Suzanne Battit

SENIOR VICE PRESIDENT, PRINCIPAL

Development Guild DDI

For more information about Woodwell Climate Research Center, please visit www.woodwellclimate.org

About Development Guild DDI

For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. With offices in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

