



## DIRECTOR OF PHILANTHROPY Position Guide

### ABOUT MORRIS ANIMAL FOUNDATION [www.morrisanimalfoundation.org](http://www.morrisanimalfoundation.org)

Morris Animal Foundation is the oldest and largest non-profit source of funding for science that improves the lives of animals. Established in 1948 by a veterinarian, the Foundation has funded over 2000 studies and committed over \$100 million toward research studies that have improved the health and quality of life for dogs, cats, horses and wildlife in more than 150 countries around the world. These studies have led to better preventions, diagnostic tools, treatment protocols and cures for what ails the world's animals. Some of these breakthroughs have become industry gold standards and are used in every veterinary practice around the country.



Based in Denver, Colorado, the Foundation's staff of 37 professionals manages approximately 250 studies at any given time, including the Golden Retriever Lifetime Study, the largest and most important study to date in veterinary medicine. Research funded by Morris Animal Foundation has led to a wealth of achievements, including the development of the first vaccine for Feline Leukemia, advanced treatment of heart conditions in dogs, and veterinary care for Mountain Gorillas to ensure the species' survival.

Building on this impressive and solid history, the Foundation is entering a new era. With the increasing recognition of the vital role that animals play in lives and society, extraordinary growth of its mission is not only possible, but imperative.

### DIRECTOR OF PHILANTHROPY

The Director of Philanthropy will build a culture of philanthropy inside and outside of the Foundation, help secure transformational resources to carry the Foundation to new heights, and partner with peers and colleagues to create a development operation that is both high-performing and fun. S/he is responsible for the strategic direction, management and execution of a comprehensive major and planned giving program. The Director is responsible for all major and blended gift revenue from individuals. S/he will oversee the exemplary stewardship of the Lamplighter Society (Morris Animal Foundation's legacy society) while also securing additional planned gifts. Additionally, the Director will partner with the Chief Development Officer and CEO to provide service and engagement to the Board of Trustees. This position is a leadership role, reports to the Chief Development Officer and is responsible for three to four direct reports, including a

Morris Animal Foundation  
**Director of Philanthropy**

prospect researcher, frontline development officer and a portfolio management specialist. It is expected that the director will hire an additional major gift officer in the coming year.

**RESPONSIBILITIES**

The Director of Philanthropy will have the following primary responsibilities:

- Develop the strategic direction and planning of the major and planned giving operation, including all resourcing, portfolio management and personnel.
- Maintain a working portfolio of 75-100 major and planned giving prospects and current donors.
- Oversee all major gift portfolios to ensure best practices in the qualification, cultivation, solicitation and stewardship of major gifts.
- Lead a major and planned giving team of three, and recruit an additional major gift officer in the coming year.
- Oversee a national legacy giving society, the Lamplighter Society; develop strategies to acquire new legacy donors while retaining current donors and encouraging lifetime giving opportunities.
- Collaborate with the annual giving team to establish and execute a comprehensive moves management process.
- Partner with the CDO and CEO to build philanthropic engagement amongst trustees via exemplary service and stewardship, and identification of potential candidates for the trustee pipeline.
- Foster a culture of philanthropy amongst staff, trustees and donors.

**QUALIFICATIONS**

- Strong fundraising experience with a minimum of ten years of demonstrated success raising five to six figure gifts.
- Strong experience developing and managing a fundraising team.
- Mastery of fundraising best practices and ability to execute a tactical plan.
- Detailed understanding of bequests and other planned giving vehicles.
- Proficiency with Raiser's Edge or similar fundraising software.
- Comfort working with and alongside others towards a shared goal.
- Ability and willingness to travel up to 25%.
- A bachelor's degree from an accredited college or university.



Morris Animal Foundation  
**Director of Philanthropy**

**APPLICATION**

Morris Animal Foundation has retained Campbell & Company to conduct the search for the Director of Philanthropy. This search is being conducted by Kris McFeely, Senior Consultant, and Joseph Scheiber, Associate Consultant.

To be considered for this opportunity, please send a letter of interest and resume to:

**Joey Scheiber**

Associate Consultant, Executive Search

joey.scheiber@campbellcompany.com

(312) 896-8897 direct

**Campbell & Company**

[www.campbellcompany.com](http://www.campbellcompany.com)