

**ABOUT MAKE-A-WISH ILLINOIS** (<http://illinois.wish.org>)

Make-A-Wish America traces its beginnings to 1980, when a group of caring community members in Phoenix, Arizona came together to help a seven-year-old boy being treated for leukemia fulfill his wish of being a police officer for a day. From those modest roots came the inspiration for what has since become the world's largest wish-granting organization. Operating on a [federated model](#), Make-A-Wish has united chapters across the globe around a shared mission and vision. Make-A-Wish Illinois was founded in 1985, and has become one of the largest chapters of Make-A-Wish America.

Since 1985, Make-A-Wish Illinois has granted more than 14,000 wishes to children across the state with the support of 1,700 volunteers and numerous donors and other supporters. Every year, nearly 1,200 children in Illinois are newly diagnosed with a life-threatening medical condition. Make-A-Wish® believes that wishes are an important part of the overall care and treatment of these children. Each wish offers the opportunity for a joyous, life-changing experience.

**THE POSITION**

To further support their goal to grant wishes to every eligible child in the state, Make-A-Wish Illinois is adding a Director of Individual Giving to their development team. Reporting to the Chief Development Officer, this Director will be responsible for the oversight and direction of the Individual Giving program (including major gifts, annual fund, and planned giving). The Director will manage a team of gift officers, and lead the team to increase revenue in an efficient and sustainable manner. S/he will work with the Chief Development Officer to develop programmatic solutions in support of a transformational approach to development for the Chapter. Additionally, the Director will cultivate and manage a portfolio of high-impact donors.

**MAJOR OBJECTIVES**

In the first 12 to 18 months, the Director of Individual Giving will accomplish or make progress toward the following goals:

- Establish entrepreneurial and creative approaches to cultivate new major donors to Make-A-Wish Illinois.
- Work with the Chief Development Officer to design and implement programs, processes and metrics to support ongoing growth of the Individual Giving program, with a particular focus on major gifts.
- Support the ongoing professional development of the Individual Giving staff.

**Vision**

*We believe a single wish transforms lives. Make-A-Wish is on a mission to grant the wish of every child diagnosed with a critical illness. We believe that all eligible children deserve the benefits a wish can provide.*

**Mission**

*Together, we create life-changing wishes for children with critical illnesses.*

**Key Info**

*\$15million budget*

*Over \$10 million in contributed revenue in fiscal year 2017*

*50 staff*

*716 wishes granted in fiscal year 2017, from more than 800 referrals*

**Visit Make-A-Wish Illinois:**

<http://illinois.wish.org/>



## RESPONSIBILITIES

The Director of Individual Giving will have the following responsibilities:

- Implement strategy through setting the programming and direction of individual giving areas. Conduct analysis and assess performance to identify opportunities and inform the strategic plan.
- Independently manage a complex portfolio of 75 or more prospective donors at various stages of cultivation.
- Develop and manage relationships with new and existing individual donors, as well as individual family foundations.
- Lead and manage a team of individual giving officers to achieve annual revenue goals.
- Practice moves management to advance prospects towards solicitation and to continually replenish the individual donor pipeline.
- Use existing systems and processes to track donor/prospect activity and establish shared accountability for the Individual Giving team to utilize systems.
- Direct the implementation of national individual giving programs, and work collaboratively with Make-A-Wish America on national programs that can benefit the Illinois chapter.
- Develop and lead the activities of donor affinity groups such as the Women's Network.
- Work directly with Board members to support fundraising initiatives.
- Ensure compliance with all related national and local policies.
- Represent Make-A-Wish Illinois at fundraising events.



## QUALIFICATIONS

The ideal Director of Individual Giving will bring most or all of the following experiences and characteristics:

- A successful record of achieving annual fundraising goals, as an individual and leading a team.
- The ability to motivate, mentor and inspire a team to achieve fundraising goals, and support growing individual giving programs.
- Strong leadership and relationship-building skills.
- A high level of compassion and empathy in working with donors and wish families.
- Excellent verbal, written and presentation skills.
- Knowledge of Raiser's Edge or other CRM software is preferred.
- Five or more years of development experience, with proficiency in annual fund and major gift work.
- Three or more years of experience in managing a team of gift officers.
- A bachelor's degree or equivalent professional experience.

## APPLICATION

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

**Colleen Rogers**

Consultant, Executive Search

[colleen.rogers@campbellcompany.com](mailto:colleen.rogers@campbellcompany.com)

Phone: (312) 896-8906



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