

Senior Director of Philanthropy

Position Profile

Introduction to Planned Parenthood of Greater Ohio

The mission of Planned Parenthood of Greater Ohio (“Planned Parenthood”) is to protect, promote, and provide empowered health care for people throughout Ohio. Planned Parenthood works to create a world where sexual and reproductive rights are basic human rights, where access to health care does not depend upon who you are, and where every person has the opportunity to choose their own path to a healthy and meaningful life.

As an affiliate of the Planned Parenthood Federation of America, Planned Parenthood of Greater Ohio was formed in 2012 following the successful consolidation of Planned Parenthood of Northeast Ohio, Planned Parenthood of Central Ohio, and Planned Parenthood Affiliates of Ohio. Now, Planned Parenthood works for healthy bodies and healthy communities by maintaining 17 health center locations in communities throughout North, East, and Central Ohio.

In 2021, Planned Parenthood of Greater Ohio reached 47,799 patients through more than 77,676 visits.



Planned Parenthood provides essential reproductive health care services to generations of Ohioans. The organization’s caring and knowledgeable staff provide a wide range of services, including testing, treatment, counseling, and referrals. Services include birth control, abortion services, wellness exams, adoption services, cancer screenings, gender-affirming care, HIV testing and counseling, men’s health, and more.

Planned Parenthood’s model of care involves patient-focused information and education. Patients leave with the information and knowledge they need to maintain and protect their health. Planned Parenthood provides a non-judgmental and confidential rapport with patients that makes it easier to address a number of sensitive issues such as behaviors that involve risk and safer alternatives.

The Opportunity

Planned Parenthood of Greater Ohio seeks a highly strategic, creative, organized, relationship-driven, and self-directed leader. The Senior Director of Philanthropy will be responsible for developing and overseeing all individual giving efforts across the affiliate and creating and implementing key strategies and initiatives for donor engagement and stewardship.

The Senior Director of Philanthropy has a tremendous opportunity to increase support for Planned Parenthood at a critical change moment in our country relative to healthcare and reproductive rights. This person will play a central role in a collaborative, forward-thinking development culture that facilitates efforts between Planned Parenthood and current and prospective donors, overseeing annual giving, mid-level gifts, major gifts, and planned gifts.

This individual will collaborate with other senior directors in the development department to ensure excellent and seamless coordination of donor engagement efforts for the organization and will serve as a thought partner for the Chief External Affairs Officer. They will lead a dynamic and growing team that includes the organization's Major Gift Officers (Central and Northeast Ohio), Senior Giving Officer (mid-level and individual), Planned Giving Officer, Donor Engagement Manager, and Individual Giving Manager.

Under the direction of the Chief External Affairs Officer and in collaboration with the growing development team, this individual will lead the strategy for all individual giving by identifying sources for renewed, increased, and new funding. In addition, the Senior Director of Philanthropy will develop and implement strategies for leadership donor identification, discovery, cultivation, solicitation, and stewardship. This position will support their team's efforts and hold them accountable for established goals.

About the Position

Key Job Functions

- **Fundraising Strategy** - Builds and leads the strategic vision for the organization's individual giving; develops a solid and scalable program that will strengthen the philanthropic foundation and raise more funds. Directs the individual giving program, including annual giving, mid-level and major giving, and planned giving.
- **Funding Priorities** - In collaboration with the development leadership team, identifies key funding priorities and/or aligns funding priorities with the interests of donors that will lead to the creation of strong and compelling proposals, cases for support, and other development-related materials.
- **Team Management** - Directs a team of gift officers and support staff. Establishes and measures challenging objectives, provides feedback, and mentors team to deliver its best performance. Builds and tracks all team goals and holds team accountable for achieving goals, pivoting when necessary.
- **Development Operations** – Develops strong MOVES management strategies to retain, upgrade, and acquire new leadership donors through meaningful identification, discovery, cultivation, solicitation, and stewardship plans. Develops and owns the team budget, ensuring the most effective use of limited resources.
- **Donor Engagement** - Leads the strategic direction of donor-engagement work to deepen relationships with and retain donors through the Circle of Choice giving program, coordinated stewardship plans, virtual and in-person events, leadership councils, and other engagement activities.
- **Policies and Practices** - Implements individual giving policies, procedures, and best practices to maintain strong donor relations and increased organizational efficiency. Ensures effective use of the donor database system. Collaborates with the Development Operations team to ensure effective database management.
- **Campaign Development** - Leads organization-wide fundraising campaigns; builds cases for support and giving-level recognition plans; liaises with steering committees; collaborates across departments; and achieves campaign goals.

- **Collaboration** - Serves as a development team leader, collaborating with the Chief External Affairs Officer and Senior Directors to envision continued growth for the department, build on and execute long-term strategies, and maintain a strong team spirit within the department.
- **Events** - Collaborates with the marketing and development team on events that maximize fundraising potential and expand the donor base, including virtual and in-person events (e.g., galas, 5Ks, town halls, leadership giving events).

Required Competencies

Attracts top talent	Ensures accountability
Builds effective teams	Financial acumen
Communicates effectively	Interpersonal savvy
Develops talent	Optimizes work processes
Directs work	Organizational savvy
Drives results	Plans and aligns
Drives vision and purpose	Strategic mindset

Qualifications

Required

- Bachelor's degree in communications, public affairs, nonprofit management, or related field, or equivalent knowledge/experience.
- Five years or more experience leading fundraising for an organization and/or leading fundraising teams. Experiences should include:
 - major donor development, cultivation, and solicitation;
 - working collaboratively to increase funding; and
 - forming fundraising strategies and planning.

Desired

- Participation in leadership development programs/trainings
- Planned giving experience
- CFRE
- Experience in health and/or healthcare

Compensation

Salary range: \$85,000 - \$95,000, commensurate with experience.

Location

Work can be performed in an office environment or remotely, at the discretion of the Chief External Affairs Officer. Candidate must reside in Ohio or establish in-state residency within twelve months of offer date.

Application Process

Benefactor Group is pleased to assist Planned Parenthood of Greater Ohio with this search. Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please send a cover letter and resume to:

Benefactor Group Recruitment Team

HR@benefactorgroup.com

<http://www.benefactorgroup.com>

Candidates are urged to visit the Planned Parenthood of Greater Ohio website at:

<https://www.plannedparenthood.org/planned-parenthood-greater-ohio>