The American Red Cross is a volunteer-led, humanitarian organization that provides emergency assistance, disaster relief and education in the United States. In addition to domestic disaster relief the American Red Cross offers services in a variety of other areas including: communications services and comfort for military personnel and their family members; the collection, processing and distribution of blood and blood products; educational programs on preparedness and safety; and international relief and development programs.

The American Red Cross Connecticut-Rhode Island Region is seeking a creative, highly experienced and results-oriented Regional Chief Development Officer to strategically lead the Development operation while dramatically increasing and diversifying philanthropic support. The Regional Chief Development Officer will drive a strong revenue-oriented, culture base on market driven targets. He or she will lead and manage a development team in planning, managing, and implementing fund-development strategies for the Region.

He or she functions in a highly visible, externally-facing role and will represent the Region in cultivating donors with the greatest capacity and collaborating with volunteer leaders.

The ideal candidate will bring a solid track record of increasing major gift support and demonstrable skill in closing major gifts. He or she will report to the Regional Chapter Executive and be accountable to the Divisional Fundraising Vice President. The successful candidate will work collaboratively with a broad range of internal and external constituencies including: the Senior MGO’s, MGO’s, volunteers, department heads, Regional Development team, Regional Chapter Executive, Divisional Fundraising Vice President, Regional Planned Giving Officer, Leadership volunteers, Board members, and National Office staff.

The selected candidate will be mission-driven, compassionate and a positive team member. He or she will possess unquestioned integrity, focused energy, detail orientation and the ability to engender lasting relationships in advancing the mission and goals of the American Red Cross.

The American Red Cross Connecticut-Rhode Island Region has retained Freeman Philanthropic Services, LLC (www.glfreeman.com) to assist with this recruitment.
ABOUT AMERICAN RED CROSS

Mission

The American Red Cross prevents and alleviates human suffering in the face of emergencies by mobilizing the power of volunteers and the generosity of donors.

Organizational Background

Clara Barton (1821-1912) dominates the early history of the American Red Cross, which was modeled after the International Red Cross. Although she did not originate the Red Cross idea, she was the first person to establish a lasting Red Cross Society in America. She successfully organized the American Association of the Red Cross in Washington, D.C., on May 21, 1881. Created to serve America in peace and in war, during times of disaster and national calamity, Barton's organization took its service beyond that of the International Red Cross Movement by adding disaster relief to battlefield assistance. She served as the organization's volunteer president until 1904.

The American Red Cross is about people helping people; they provide food, shelter, clothing, care and comfort when needed most. The American Red Cross offers safe havens, emotionally and physically, for people in need. They provide health and safety education and community services to assure that people can be safe and have the knowledge and skills they need to respond to emergencies; and they are the stewards of the blood supply. Their national research program makes significant contributions to biomedical science, blood safety, plasma-derived therapeutics and transfusion technology. The safety and availability of the blood supply remains their highest priority. American Red Cross strives to be people's preferred humanitarian organization over time – to identify with and to continuously improve what they do.

CONNECTICUT AND RHODE ISLAND REGION ... AT A GLANCE

The Connecticut and Rhode Island Region serves residents in Connecticut, Rhode Island, and Fishers Island, N.Y. Volunteers assist in all of our departments providing direct service to our clients, administrative support, special event committees, fundraising events, and a variety of other roles.

We delivered the following services to our community:

Disaster Response

➢ Relief for victims of natural and man-made disasters.

Health and Safety Education

➢ First Aid, CPR and Automated External Defibrillator certification, Babysitter Training, Lifeguard Training and more.

Service to the Armed Forces

➢ Family emergency contacts and counseling for military families.
International Social Services
   ➢ Family tracing and reunification services.

Support of Blood Collection
   ➢ Providing volunteer support of blood drives that generate blood products distributed to hospitals and acute care facilities in Connecticut.

These American Red Cross services are made possible by the generous contribution of time from volunteers that help make a difference in our communities!

Blood Services

Every minute of every day, someone needs blood. The American Red Cross provides over half the nation’s blood supply and is committed to making the blood as safe as possible. Blood drives are conducted throughout the area thanks to businesses, schools, churches and other community groups.

Volunteer Services

Every day, American Red Cross Connecticut and Rhode Island Region volunteers are empowered to perform extraordinary acts in their community through the American Red Cross’s life-changing work. They help shelter, feed and comfort people who have lost their homes in a natural or man-made disaster.

Volunteers teach CPR, first aid, aquatics and care giving, enabling people to save lives. They distribute emergency preparedness information at community outreach events and provide vital behind-the-scenes support services—and so much more.

The American Red Cross Connecticut and Rhode Island Region humanitarian work would not be possible without the dedicated people from a myriad of backgrounds who come together to help their neighbors when they need it most. They are committed to doing great things every day, and say that they get back more than they give.

Service to the Armed Forces (SAF)

The Service to the Armed Forces (SAF) program dates back to the establishment of the American Red Cross by Clara Barton in May 1881. Not only did the “Angel of the Battlefield” risk her life tending to soldiers wounded in the Civil War, she bolstered their morale by writing letters for them to send to their families. Today’s American Red Cross workers proudly carry on this tradition through the SAF program, which serves as a critical line of communication between the U.S Armed Forces and their families.

Emergency Communications — SAF sends messages about urgent news from home—a serious illness, the birth of a child or the death of a loved one—to service men and women anywhere in the world, including ships at sea, embassies and isolated military units. In
addition, SAF organizes deployment briefings and family days for service members and their families as well as provide the free, Psychological First Aid: Coping with Deployment course.

**Emergency Financial Assistance** — In partnership with military aid societies, SAF facilitates the distribution of financial and/or travel assistance to qualifying military personnel and their families who are experiencing financial hardship or are in need of travel subsidies to fund visits with injured or sick loved ones or attend a memorial service.

**Community Support** — The Region supports the Armed Forces with the following community activities:

- Liaising with the local office of Veterans Affairs;
- Participating in the Veterans Day Parade and Fleet Week;
- Organizing reintegration events for troops returning from deployments;
- Supporting the troops stationed at West Point, including service members being treated at the Warrior Transition Unit;
- Providing service members and their families with referrals to other organizations for specialized assistance, such as legal advice or mental health counseling.

**Restoring Family Links**

The American Red Cross Connecticut and Rhode Island Region, in partnership with the International Red Cross and Red Crescent Movement, offers worldwide tracing services for family members whose lines of communication have been broken as a result of armed conflict, natural disaster or vulnerabilities such as age or ill health. For the displaced, these services provide hope and a way to restore contact with loved ones.

**Tracing Inquiries**

Tracing Inquiries are used to locate family members separated by armed conflict, natural disaster or other humanitarian emergencies. Additionally, tracing inquiries can clarify or document the fate of relatives missing due to armed conflict (includes Holocaust and WWII tracing services).

**Red Cross Messages**

Red Cross Messages (RCMs) are personal and confidential written communications sent between family members separated by conflict or disaster. RCMs are used when the sender knows the location of his or her family member but has no other means of communication.

**International Disaster Welfare Inquiries**

International Disaster Welfare Inquiries are made to assist family members who have lost communication after the occurrence of a major natural disaster such as an earthquake or typhoon.

**Health and Welfare Inquires**

Health and Welfare Inquires are non-conflict related inquiries designed to trace particularly vulnerable clients, including the elderly, ill or handicapped who have suddenly lost communication with close family members.
Holocaust and War Victims Tracing Service
The American Red Cross Holocaust and War Victims Tracing Service assist persons seeking to learn the fate of loved ones missing since the Holocaust and its aftermath. This free, confidential service uses the combined resources from a worldwide network of Red Cross and Red Crescent Societies, including the Magen David Adom National Society and numerous museums, archives and organizations.

IMPORTANT & REPORTING RELATIONSHIPS

The Regional Chief Development Officer will report to the Regional Chief Executive and will be accountable to the Divisional Fundraising Vice President.

In addition, the selected candidate will work collaboratively and in concert with the Divisional Development staff; key volunteers; Board members; Corporate Leaders and National Office Staff.

KEY RESPONSIBILITIES

The Region Chief Development Officers’ key opportunities and challenges include:

- Develops and executes annual and multi-year development strategies for the Region’s fundraising;
- Accountable for achieving or exceeding the Region’s fundraising goal $8 million and managing to fundraising expense targets;
- Partners closely with the Regional Chief Executive, Divisional Fundraising Vice President, and Board(s) in the Region to develop and execute the fundraising strategy in order to significantly grow annual revenues in the short term, while diversifying the funding base towards long-term sustainability;
- Maintains his/her own portfolio of assigned major donors (individuals, corporations and foundations)and prospects, and personally makes solicitations;
- Serves as the primary staff liaison for the Board’s Philanthropy Committees;
- Works with Chapter Executives to orient new Board members to their fundraising responsibilities and ensures that they receive the support they need to be successful volunteer fundraisers;
- Directs and supervises all Development staff in the region (eight), ensuring the use of best practices for moves management and measuring staff members’ performance;
- Develops and implements a written plan for identifying, educating, cultivating, soliciting, and stewarding donors across the Region;
- Leads focused growth in major gifts area; works directly with top major gift prospects, in coordination with the Region’s Major Gift Officer(s);
- At the direction of the Regional Chief Executive, serves as primary staff liaison for representatives of largest corporations and foundations for solicitation, cultivation, and stewardship purposes;
➢ Oversees implementation of organizational campaigns in the Region, such as Holiday Campaign, Disaster Relief, and March is Red Cross Month;

➢ Acts as a senior leader in the Region and directs the Regional Development team with respect to strategic decisions for the organization; ensures that the Region meets all reporting requirements related to fundraising;

➢ Collaborates with national ARC headquarters development staff to identify and maximize fundraising opportunities.

IDEAL EXPERIENCE & QUALITIES

In addition to the demonstrated ability to meet the responsibilities listed in the preceding section, the ideal candidate will possess the following professional experience and personal attributes:

➢ A Bachelor’s degree is required; advanced degree is highly desirable;

➢ Proactive development leader with an established track record of increasing philanthropic revenue from diverse constituencies;

➢ Experience in the development and implementation of a broad-based fundraising program including personally opening doors, cultivation and successfully closing major gifts;

➢ Significant experience with the Region’s funding community highly desirable;

➢ Strong team-building and management experience;

➢ Progressive experience in successful development programs and knowledge of “best practices” in development;

➢ Ability to work effectively with multiple constituencies and audiences;

➢ Excellent verbal and written skills;

➢ Knowledge of office systems, MS-Office preferred and fundraising database systems such as Raiser’s Edge, Salesforce.com;

➢ Team player committed to developing and working within a collaborative environment and to ensuring the highest customer service;

➢ Ability to travel frequently within the Region.

COMPENSATION & BENEFITS

The compensation and benefits package will be competitive and commensurate with the successful candidate’s background and experience.
INQUIRIES & HOW TO APPLY

The American Red Cross Connecticut and Rhode Island Region has retained Freeman Philanthropic Services, LLC (www.glfreeman.com) to assist on this executive recruitment. FPS is a national leader in recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions.

Please send all confidential inquiries, applications, and nominations directly to FPS via e-mail at ARC-CTRI-RCDO@glfreeman.com.

All applications must include (1) an up-to-date resume, and (2) a letter of interest (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career. Additional materials and information will be requested during the search and interview process.