



Chief Development Officer

Marines make legendary sacrifices; sending their children to school shouldn't be one of them. That's why the Marine Corps Scholarship Foundation was established in 1962 to honor Marines by educating their children.

The nation's oldest and largest provider of need-based scholarships to military children, the Marine Corps Scholarship Foundation is also the *only* program committed to awarding 100% of all eligible applicants. The 40,000 scholarships it has awarded, worth nearly \$120 million, have delivered impact far beyond individual tuition assistance. Statistics show that by the time they're ready to enter careers, children of Marine families outperform their peers by a nearly 2 to 1 margin. 90% of MCSF scholarship recipients graduate or are on track to do so—a rate that is nearly twice the national average—and 45% of these graduates are earning degrees in science, technology, engineering, math, and health science fields, leaving them poised to make significant contributions in fields critical to the military, to their communities, and to the nation.

To sustain this level of impact, the Marine Corps Scholarship Foundation is seeking to grow to match rising demand. Applications have risen every year for the last decade and are expected to increase a potential 7% each of the next 5 years. At this rate, the Foundation must be prepared to fund more than \$55 million worth of scholarship awards and program support by 2022. Under the leadership of President & CEO Margaret Davis, the organization has marshaled every department in the organization behind an investor-centered strategic plan dedicated to achieving this goal.

As part of its growth, the Marine Corps Scholarship Foundation is seeking a Chief Development Officer to lead a comprehensive major gift program. Reporting to the President & CEO and serving as a confident member of the senior leadership team, the Chief Development Officer leads the design and execution of all aspects of a \$19M program and of regular capital campaigns. As the Foundation's chief fundraiser, s/he provides strategic counsel, directs and mentors a team of major and planned giving officers, and takes a highly engaged role both in designing the expansion of the fundraising program and in managing relationships with key stakeholders, including Board members, donors, and partners.

The ideal Chief Development Officer will have:

- ❖ 10+ years of experience in the development program of a non-profit organization; at least 5 years of experience in a leadership role.
- ❖ Successful experience working with individual donors and securing 6- and 7-figure gifts.
- ❖ Demonstrated ability to work closely with senior leaders and Board members and to facilitate, guide, and encourage their engagement in the fundraising process.
- ❖ Record of setting and meeting ambitious growth goals in both major gift programs and campaigns.
- ❖ Prior experience leading an effective fundraising team to measurably increase performance.
- ❖ Commitment to the Marine Corps Scholarship Foundation's mission and core values and an ability to model them in relationships with colleagues and partners.
- ❖ Ability to work in an organization that embraces a model of steady leadership and accountability.
- ❖ Bachelor's degree in any field.

For more information and to apply, please visit <http://driconsulting.com/position/chief-development-officer/>

