



Lions Clubs International
FOUNDATION

Position Guide

Chief of Philanthropy

www.lcif.org



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FOUNDATION

POSITION: Chief of Philanthropy
REPORTS TO: LCIF Executive Administrator
LOCATION: Oak Brook, Illinois (Chicagoland)

VISION STATEMENT

To be the global leader in community and humanitarian service.

MISSION

To support the efforts of Lions clubs and partners in serving communities locally and globally, giving hope and impacting lives through humanitarian service projects and grants.

ABOUT LIONS CLUB INTERNATIONAL (LCI)

In 1917, [Melvin Jones](#), a 38-year-old Chicago business leader, told members of his local business club they should reach beyond business issues and address the betterment of their communities and the world. Jones' group, the Business Circle of Chicago, agreed. After contacting similar groups around the United States, an organizational meeting was held on June 7, 1917, in Chicago, Illinois, USA. The new group took the name of one of the invited groups, the "Association of Lions Clubs," and a national convention was held in Dallas, Texas, USA in October of that year.

Melvin Jones asked a simple and world-changing question – what if people put their talents to work improving their communities? Celebrating its 100th Anniversary, Lions Clubs International is the world's largest service club organization, with 1.35 million members in more than 46,000 clubs, and countless stories of Lions acting on the same simple idea: let's improve our communities.

With a presence in 200 countries, Lions Clubs International's [Global Service Framework](#) focuses the efforts of Lions and Leos on five service areas with the goal of tripling LCI's humanitarian impact by serving 200 million people per year by 2021. The Global Service Framework complements all of the great ways clubs serve locally, and

gives Lions and Leos new opportunities to help meet the growing challenges facing humanity.

ABOUT LIONS CLUBS INTERNATIONAL FOUNDATION (LCIF)

Lions around the world are united by a great spirit of giving and dedication to helping others. As the official charitable organization of Lions Clubs International, Lions Clubs International Foundation (LCIF) supports Lions' compassionate works by providing grant funding for their local and global humanitarian efforts.

LCIF helps Lions improve peoples' lives around the world, from combating vision problems to responding to major catastrophes to providing valuable life skills to youth. Because LCIF helps Lions carry out large-scale projects through their grant programs, Lions increase their impact in their local and global communities and serve even more people in need around the world.

Donations from 1.4+ million Lions in 210 countries and geographic areas provide the vast majority of the revenue received by LCIF, making the Foundation a leading humanitarian organization. Lions know their donations matter and that funds entrusted to LCIF will support initiatives that impact communities and change lives.

LCIF leverages the donations received through effective partnerships with other foundations, corporations and governments on the local, national and international level. LCIF was named the #1 non-governmental organization worldwide with which to partner, according to a 2007 *Financial Times* independent survey.

THE OPPORTUNITY

Since its founding in 1968, LCIF has awarded more than 13,000 grants totaling over US\$1 billion. In recent years, LCIF has averaged \$40 million annually in donations. In fiscal year 2015-2016, LCIF had a great impact in lives around the world through 453 grants totaling more than US\$45.2 million. The goal for this fiscal year is \$50 million and, as of December 31, 2017, \$23.4 million has been received in funds raised. LCIF continues to work every day to support humanitarian service projects all over the world and give hope to those who need it.

In celebration of the Foundation's 50th anniversary, LCIF will be launching a three-year, \$300 million capital campaign in July 2018 to support the comprehensive service framework around the five major service initiatives (diabetes, vision, hunger relief, pediatric cancer and the environment) and the core competencies of the Foundation. The executive will have the opportunity to lead a solid, dedicated staff, and work with fundraising consultants, while articulating a vision and creating a road map for how to successfully achieve that strategic vision. Other areas for long-term development growth are Planned Giving, Major Gifts and Individual Giving to the Foundation. LCIF's goal is to raise annual giving to \$100 million per year post campaign. The Foundation is poised for exponential growth in the coming years and it is an exciting time for the organization.

The Chief of Philanthropy position for the Foundation will oversee the Development Department which is comprised of six Regional Managers and thirteen Regional/Gift Specialists and has a current budget of approximately \$3.5 million with expected increases in the near future.

POSITION SUMMARY

Reporting to the LCIF Executive Administrator, the Chief of Philanthropy will be the #2 staff person within the Foundation and will provide leadership in planning, directing, and implementing fundraising and gift programs. He/she will provide direction and oversight for development efforts to include operational plans, evaluation of programs and opportunities to attract financial resources. This Executive will confer with the Executive Administrator – LCIF and LCIF Board of Trustees to direct and execute LCIF development and marketing activities and projects. Additionally, this person will present proposals to prospective donors, corporations, and foundations.

CANDIDATE PROFILE

We seek a proven philanthropic leader whose career in an international or national organization has been highlighted by a proven track record in multi-discipline development areas inclusive of major capital campaigns. He/she will be an exceptional communicator with the ability to comfortably speak publicly but just as nimbly meet one-on-one with stakeholders. This person will ask many questions and have a listening ear along with the ability to synthesize the information he/she receives into actionable items. The leader will have an international perspective and approach with sensitivity and cultural awareness.

This individual will have had experience working alongside volunteer leadership and will understand the unique dynamics of that relationship. Embracing of a servant leadership approach, this executive will have the ability to be collegial and collaborative not only within the development department but within the overall organization, with all departments, and volunteer leadership.

The successful candidate will have a demonstrated track record of strong management and leadership abilities and experience. He/she will have experience in building a development department. Valuing a strong team environment where members feel valued and nurtured is key. This leader will model skills for the staff such as patience, professionalism, organization, planning and strategy. He/she will display a high level of emotional intelligence while also being dynamic and charismatic. This person will be the lead champion for the capital campaign (short term) and the overall fundraising efforts (long term). Other important personal attributes would include: flexibility, patience, even-keeled, self-confident, empathetic and a sense of humor.

An undergraduate degree from an accredited college or university is required. An advanced degree is preferred. Experience in development and fundraising in an international environment is preferred.

To apply, please send a current resume and letter of introduction to Kittleman & Associates, LLC at <https://www.kittlemansearch.com/lions-clubs-international-foundation/>

For more information about Lions Clubs International Foundation, please visit www.lcif.org.