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Lions Clubs International
FOUNDATION

Position Guide

Strategic Giving Manager

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FOUNDATION

POSITION: Strategic Giving Manager (Director Level)
REPORTS TO: LCIF Chief of Philanthropy
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 101st Anniversary, Lions Clubs International is the world's largest service club organization, with 1.4 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 more than 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. 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 launched a three-year, \$300 million capital campaign in July 2018 to support the comprehensive service framework around eight major service initiatives (Vision, Disaster Relief, Humanitarian Efforts, Youth, Diabetes, Childhood Cancer, Hunger and the Environment). As of the beginning of October 2018, the organization is about 22% to goal, having raised \$68.3 million. 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 Development Department is growing at an aggressive rate and has a current budget of approximately \$7.6 million.

POSITION SUMMARY

This senior-level strategic and tactical fundraising role will provide leadership among the entire development team in partnership with and at the direction of the Chief of Philanthropy. He/she will be responsible for guiding the development and implementation of all aspects of fund development from Principal, Lead, Major, Mid-level and Planned Giving donors, globally. This person will manage the Strategic Giving team

currently comprised of one Major Gifts Officer and one Planned Giving Officer. He/she will maintain and expand the portfolio of Principal and Lead donors and identify new prospects. The Manager will draft proposals and conduct solicitations with donor prospects in collaboration with Foundation staff and leadership. He/she will develop and execute stewardship strategy for all individual donors and build retention and recruitment models at various giving levels. In close partnership with colleagues on the Donor Services and Marketing teams, the Manager will guide development of high-level donor cultivation and stewardship materials, customized communications, and meaningful recognition.

CANDIDATE PROFILE

We seek a proven philanthropic leader whose career has been highlighted by a proven track record in multi-discipline development areas inclusive of major capital campaigns. He/she will be an exceptional written and verbal communicator. He/she must be independent and easily adapt to an environment where success is achieved through creativity, integrity, reasoned and thoughtful judgment, a sense of urgency, initiative, intuitive skills and the ability to execute multiple projects simultaneously. This leader will have an international perspective and approach that is executed 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 the ability to think strategically and have a passion for the mission of LCIF and for increasing institutional funding to support it. This person must have exceptional interpersonal skills, highly developed emotional intelligence, and a professional style.

A demonstrated ability to work effectively with senior staff, Board leaders and volunteers in cultivating and soliciting gifts is required. Equally important is this person's ability to transfer this knowledge and experience to the development staff in a mentoring/learning environment.

The ability and willingness to travel internationally to meet donors and prospects is required. Qualified individuals will bring a minimum of eight years of progressive experience in institutional support at complex organizations. The ideal candidate will have a nonprofit background, preferably from a similar, member-driven institution.

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/news/current-searches/lions-clubs-international-foundation-lcif/>

For more information about Lions Clubs International Foundation,

please visit www.lcif.org.