



Join Our Team!

SENIOR COMMUNITY GIVING OFFICER

Building Community Support for the Susquehanna National Heritage Area

Susquehanna National Heritage Area (SNHA) is a regional non-profit organization and the Congressionally designated coordinator for America's 55th National Heritage Area. We connect the people and communities of Lancaster and York Counties to one another and to the nation through stories about this nationally important place. SNHA welcomes visitors, cultivates partnerships, and nurtures a strong regional identity. We're helping to build a vibrant heritage and outdoor economy for our region through high-quality visitor sites and experiences. SNHA's annual operations budget is \$2.2 million and expected to exceed \$3 million in 3-5 years with new programs and projects, including the \$30+ million Susquehanna Discovery Center & Heritage Park on 80 acres of historic landscape near the Susquehanna River. To help fund this growth, we expect to increase annual private giving from \$300,000 to \$500,000 or more.

POSITION SUMMARY

SNHA seeks a creative and passionate leader to grow private giving in support of our mission. Working with the President & CEO, leadership team, and Board of Directors, the Senior Community Giving Officer will promote SNHA to current and potential donors, foundations, corporations, and partners. We're seeking an experienced, senior-level non-profit fundraising professional with a drive to succeed. We need an energetic, effective communicator who is creative and collaborative, an excellent writer, adept at social media, and driven to set and achieve ambitious goals. This is a full-time salaried position with benefits, reporting to the President & CEO, with support from finance, marketing, program, and project staff.

RESPONSIBILITIES

- Engage in senior-level decision-making to develop and achieve annual fundraising goals.
- Secure and grow \$300,000+ in annual private contributions through donor gifts, fundraising events, corporate/foundation support, sponsorships, endowment funds, and planned giving.
- Oversee \$15-\$20 million capital campaign for SNHA's Susquehanna Discovery Center project.
- Organize and manage the Board Development Committee to support fundraising activities.
- Grow and improve a high-quality database of contacts, supporters, and donors.
- Craft marketing materials and social media campaigns to attract, engage, and retain donors.
- Engage with business and giving networks to promote SNHA's value to our community.
- Manage SNHA's major annual fundraising event and donor cruises aboard our historic boat.

QUALIFICATIONS

- Minimum of 8-10 years of experience leading and growing successful non-profit fundraising initiatives, including corporate, foundation, and major donor solicitation with proven results.
- Demonstrated success leading a multi-million-dollar, non-profit capital campaign.
- Certified Fund Raising Executive (CFRE) or equivalent certification strongly preferred.
- Integrity, honesty, reliability, and dedication to the mission of SNHA.
- Outstanding networking and relationship-building skills.
- Self-starter with the ability to effectively multi-task under deadlines.
- Strong and persuasive public speaking and writing skills.
- Confident budgeting and financial analysis skills.
- Professional manner, cultural sensitivity, and friendly, problem-solving personality.
- Proficiency with donor databases, payment/event software, and social media required.
- Proficiency with Microsoft Office (Outlook, Word, Excel, PowerPoint) required.
- Valid Pennsylvania driver's license.

STARTING SALARY: Up to \$105,000 annually, based on qualifications and experience.

EMPLOYEE BENEFITS

Full-time employee benefits include:

- 10 paid holidays, 15 personal leave days (plus additional annual accrual), and other types of unpaid leaves of absence.
- Medical/dental insurance for staff and qualified dependents after 60 days of employment (subject to annual funding.)
- Simple IRA retirement plan with 3% employer match contribution.

EMPLOYEE WORK SCHEDULES

Full-time, exempt employees generally work 40 hours per week, Monday - Friday. A flexible work schedule or additional work hours may be necessary to meet the requirements of the position, which may encompass evening hours and weekend work as needed to achieve goals. This position is based at SNHA's headquarters near Wrightsville, PA with frequent travel within York and Lancaster counties. A hybrid work schedule is an option with prior approval.

ORGANIZATIONAL EXPECTATIONS

SNHA has high standards for personal behavior. We must continue to earn the trust and respect given to us by our supporters and expected from us by those we serve. We are ethical. We always strive to do the right thing. We are respectful. We apply the Golden Rule in all our external and internal relationships. We are reliable. We can be counted on to do what we have promised. We try to exceed expectations.

DIVERSITY AND EQUAL OPPORTUNITY

SNHA is committed to creating a diverse environment and is proud to be an equal-opportunity employer. We respect, encourage, and seek to enhance diversity among our staff, Board of Directors, partners, and volunteers and view such diversity as a strength. SNHA does not discriminate based on age, gender, sexual orientation, religion, national origin, marital or familial status, political beliefs, disability, race, or color.

HOW TO APPLY

Submit resume and cover letter to awilmoth@susqnha.org and be sure to address all professional and personal experiences which are relevant to this position.

TIMELINE

Applications will be accepted until the position is filled.
Our target starting period for the successful candidate is March-April 2025.

LEARN MORE ABOUT SNHA

www.SusqNHA.org

