



Chief of Philanthropy

About the Organization

The Fuller Foundation is an independent 501(c)(3) services organization that provides financial support for Fuller Theological Seminary through annual and endowment fundraising, gift planning, capital campaign management, and funding for restricted purposes. Founded in 1987, the Foundation also offers estate planning, charitable trust administration, donor-advised funds, endowment management, and investment management services for Fuller's supporters. The Fuller Foundation purview further encompasses Fuller's extensive alumni relations programs, serving Fuller's 48,000 alumni globally.

Fuller Theological Seminary, the organization The Fuller Foundation serves and supports, has had a global impact and rich history throughout its almost 75 years. Today, its focus is to provide indispensable formational education to diverse Christian leaders everywhere. It is singularly equipped to do so. One of the largest multid denominational seminaries in the world, Fuller serves more than 3,500 students from 90 countries and 110 denominations. Two schools (School of Psychology and Marriage and Family Therapy (SOPMFT) and the School of Mission and Theology (SMT)), multiple locations, and many renowned centers and institutions enable Fuller to offer a full range of master's and doctoral programs in traditional, cohort-based and virtual settings. Fuller further offers resources and significant formation and equipping opportunities for Christians who are not on a degree-track but are interested in deeper embodiment of their faith. From founder Charles E. Fuller's original vision until now, Fuller Seminary's core commitment has remained the same: equipping leaders with minds for scholarship and hearts for the unchanging, saving gospel of Jesus Christ.

Mission Statement

The Fuller Foundation provides financial stewardship to advance the mission of Fuller Theological Seminary. Through the effective investment of the Fuller Endowment and by providing gift planning and estate planning services to Fuller's supporters, the Foundation provides ongoing revenue and leadership in support of the Seminary.

Vision Statement

To be a visionary and supportive partner to Fuller Theological Seminary, and to be a key contributor to its enduring financial future.

Values Statement

The Fuller Foundation operates with responsible stewardship, transparency, trust, integrity, faith, and respect for its friends, donors, and employees.

The Opportunity

The Chief of Philanthropy is a key leadership role at The Fuller Foundation. Reporting to the Executive Director, the Chief of Philanthropy provides leadership and oversight to all Development resources and fundraising efforts, with responsibility for development and implementation of a comprehensive, sustainable funding strategy. The Chief of Philanthropy directs and oversees the work of the regional Development Officers as well as the Development staff based in Pasadena, incorporating strong diversified strategies to ensure revenues are available to meet the financial needs of the organization now and in the future. The Chief of Philanthropy also oversees Fuller's current multi-year comprehensive campaign, now approximately 50% towards its goal of \$150 million, and scheduled to conclude in 2023. In addition, the Chief of Philanthropy oversees and directs the Alumni Relations program for the Seminary and interacts closely with the Senior Director of Gift Planning to insure maximum coordination.

The Chief of Philanthropy interacts with a wide variety of stakeholders within the broader Fuller community. S/he serves as the primary strategic fundraising partner for the Seminary's President. S/he will serve as the philanthropic leader in interactions with students, faculty, alumni, churches, donors, the Foundation's Board of Directors, Seminary's Board of Trustees and its Mission Advancement Committee, and the Campaign Steering Committee. The Chief of Philanthropy is also a key member of the Foundation's leadership team consisting of the Executive Director, Senior Director of Planned Giving, Senior Director of Charitable Gift and Estate Planning Services, and the Director of HR and Administrative Services.





Responsibilities

The Chief of Philanthropy will oversee all Foundation Development and Alumni Relations functions, including, but not limited to, directing the work of the staff; and creating, and maintaining short- and long-range plans for total giving, including annual, unrestricted, restricted and endowment gifts. Specific responsibilities include:

- Develop and execute to strategies for the successful conclusion of the Transforming Hope campaign, marshalling the resources of the President, committee members, key seminary leaders, board, alumni, and volunteers towards the goal
- Oversee Fuller's annual fund, donor relations, stewardship, and targeted fundraising initiatives
- Manage direct reports; develop annual plans, metrics, and budgets for the Development department
- Direct, coach, evaluate and inspire staff toward accountable, goal-oriented outcomes. Manage and maintain dynamic relationships with Fuller Theological Seminary's Board of Trustees and principal level donors
- Maintain strong working relationships with faculty, staff, center directors, and campus departments whose cooperation is essential to effective development programs
- Work independently and alongside the President and other key leaders on donor cultivation and solicitation
- Maintain a dynamic portfolio of major gift prospects in all phases of qualification, cultivation, solicitation, and stewardship; secure major gifts for the Seminary
- Prepare and present reports to the Campaign Steering Committee, Mission Advancement Committee, the Foundation Board, and the Seminary Board of Trustees in partnership with the Seminary President and Foundation Executive Director
- Be active and involved in the advancement profession and keep Fuller visible among peer institutions
- Participate in strategic discussions and develop programs to strengthen the financial resources of Fuller
- The Chief of Philanthropy will travel 30 to 50% of the time
- This position is based in the Los Angeles area

Characteristics

The Chief of Philanthropy will:

- Be an innovative, forward-thinking leader with exceptional interpersonal skills and a high degree of professionalism and integrity.
- Have strong facilitation skills and the ability to build consensus among campus stakeholders around cultivation and proposal strategies.
- Be a compelling, charismatic leader with the ability to manage remote staff and move a team forward by inspiring and motivating people with creativity, energy, and a sense of humor.
- Possess strong communication skills and be able to create an environment that is conducive to open and direct communication with individuals of varying degrees of involvement with Fuller and its work and to effectively navigate the relationships between leaders of both the Seminary and the Foundation.
- Have an entrepreneurial spirit and the ability to think strategically, generate new ideas, plan, and set goals and objectives, as well as implement and follow-through on these goals.
- Be an active and intuitive listener who is able to hear and act on nuance and subtlety.
- Be responsive, results-oriented and demonstrate good follow through.
- Be an energetic and visible leader who will be committed to and able to passionately represent and promote Fuller's mission and values to diverse groups.
- Have the experience to be a relationship builder and be a confident professional willing to take thoughtful risks.
- Adhere to the Christian beliefs, doctrines, and tenets affirmed by the Seminary and the Foundation.
- Represent and interpret the mission and the objectives and activities of the seminary to other employees, students, and/or off-campus constituencies.

Qualifications

The Chief of Philanthropy will:

- Have broad based development leadership experience in higher education with a background of at least ten years of successful fundraising.
- Possess experience in roles of increasing scope and responsibility, along with extensive experience in managing and guiding an experienced staff.
- Have experience in managing a large and complex campaign in higher education.
- Possess a bachelor's degree; a master's degree is preferred.
- Have demonstrated success in creating and managing a comprehensive development program along with a strong track record in major gift cultivation and solicitation.
- Possess expert knowledge of current and evolving trends in major gifts, annual giving, alumni programming, and campaigns.
- Have experience working collaboratively with a nonprofit Board.



Pasadena, California

Pasadena, nestled in the San Gabriel Valley 11 miles northeast of Downtown Los Angeles, boasts 300 days of sunshine a year, tree-lined streets filled with historic architecture, national landmarks, popular art & cultural institutions, eye-catching retail and a diverse selection of over 600 restaurants. With a population of just over 140,000 and a bustling downtown, this “Crown of the Valley” is one of Los Angeles’ unique hidden gems.

Pasadena is known for hosting the annual Rose Bowl football game and Tournament of Roses Parade. It is also home to many scientific and cultural institutions, including ArtCenter College of Design, the Norton Simon Museum, and the USC Pacific Asia Museum, with the Jet Propulsion Laboratory in nearby La Cañada Flintridge.

The legendary Pasadena Playhouse, the State Theater of California, is a member supported theater company that celebrated their centennial season in 2018. The theater puts on five shows a year. In 1937, the Pasadena Playhouse established a record as the only theatre in the United States to have staged the entire Shakespearean canon.



Applications & Nominations

The Search Committee will accept applications, recommendations, and inquiries until the position is filled, and those received by June 10, 2021, will be given full consideration. Applicants should electronically submit a letter of interest addressed to the chair of the search committee and a resume or curriculum vitae.



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