



Senior Philanthropic Advisor

Fort Myers, Florida

THE OPPORTUNITY

Collaboratory is on a mission to solve every major social problem in Southwest Florida in the next 18 years—not alone, but with everyone. Hunger, poverty, illiteracy, racism, pollution, mental illness, inequity. Every...one. Crucial to the realization of this endeavor will be the support of a passionate and seasoned Senior Philanthropic Advisor (SPA), who will become part of an elite team supporting unprecedented collaboration and achievement, similar to what NASA became for coordinating the unbelievable number of players and pieces that got human beings to the moon. This is a rare opportunity for a passionate and proven fundraiser to join a paradigm-shifting leadership team that is reimagining and creating bold strategies to solve the region's most relevant issues.

This is an extremely experimental and serious endeavor. The stakes are high. The risks to reputation are enormous. The possibility is unlimited. Love. Humanity. Science. Labor. Intelligence. Creativity. Ingenuity. Fear. Sweat. The terror of the unknown. Frustration. Impossibility. Failure. Solidarity. Breakthrough. Joy. Aliveness. If this sounds like the kind of professional self-actualization opportunity you thought was too good to be true, consider applying.

The ideal candidate is a creative, focused, and high-performing individual who thrives in an entrepreneurial and collaborative environment. They are detail-oriented, enjoy working in a dynamic and creative forward-looking environment, and can successfully identify, cultivate, and strengthen current and new donor relationships. The SPA will possess authentic and exceptional interpersonal skills and the flexibility and cultural competence to build confidence and trust with key stakeholders from all walks of life. The SPA must demonstrate excellent initiative and organizational skills to prioritize tasks, projects, and workflow, as well as strong independent judgment regarding best use of time.

Collaboratory has retained Jack Gorman of Isaacson, Miller, a national executive search firm, to assist in this recruitment. All applications, inquiries, and nominations, which will remain confidential, should be directed to the search firm as indicated at the end of this document.

COLLABORATORY

The idea for Collaboratory is based on the Apollo missions and the books and materials that have been written about them. Leveraging its traditional role as a community foundation for 40 years, Collaboratory seeks to establish an anytime, anyplace platform to work across issues and differences to find new pathways and new solutions for the region. In providing the information infrastructure, engagement, and

coordination support required, Collaboratory becomes a new community development model and a beacon for others.

This commitment to bringing the community together to solve all of the region's major social problems in an integrated way is brand new. But Collaboratory has been leading up to it, not always really knowing it. Their grantmaking has been measured against the United Nations' Sustainable Development Goals, also known as "SDGs," which represent a commitment to address all problems, all the way. The renovation of the Atlantic Coast Line Railroad depot into a central hub that's open to everyone has represented a commitment to coordination.

Collaboratory has also been committed to building the core strength and capacity of local nonprofits, understanding that they have to grow—big time— if they are to solve massive problems. Modeling their mission after NASA and setting a deadline for problem-solving is the culmination of these approaches. The application of those ideas to social change is summarized in a monograph entitled, "The Flat Org Chart." Collaboratory is based on six ideas:

1. We're not organized to solve problems in our communities. We need order-of-magnitude greater coordinating capacity. Collaboratory will build and use infrastructure to relax constraints of distance and time;
2. Community problems cannot be solved in traditional nonprofit cause "silos";
3. Deadlines make the decisive difference;
4. Collaboratory is a means to an end, not an end itself;
5. This effort has to be human-centered, evolutionary, adaptive and based on trust; and
6. It's peer to peer, broadens opportunities for participation and links people, data, and tools.

Co-Working & Meeting Spaces

Collaboratory's renovation of the old Atlantic Coast Line Railroad depot in 2018 turned it into a hub where ideas for social and economic change can be born and developed and where the people working on them can be connected. Community change is engineered here. Chance conversations among visitors spark ideas. A shared cup of coffee at the café leads to a new personal connection. Inspiration takes hold. The building is available to local nonprofits, businesses, and leaders—Captains for Clean Water, The Ingenuity Lab, Ecomedes, Second Muse and Southwest Florida Childrens' Charities are all headquartered at Collaboratory.

SENIOR PHILANTHROPIC ADVISOR

Reporting directly to the President and CEO, Sarah Owen, the SPA will manage their own portfolio of major gift prospects and donors and be charged with identifying, cultivating, soliciting, and stewarding prospects and donors in Lee, Collier, Charlotte, Hendry, and Glades counties in Southwest Florida. The SPA will work closely with the CEO, senior staff, and trustees to implement a donor-centric model of philanthropy whereby donor interests are matched with community needs through a suite of services including donor advised funds, opportunities for planned giving, annual giving, and other philanthropic vehicles. The SPA will also help develop strategies for fundraising, outreach programs, and events in Southwest Florida.

Essential Functions of the SPA:

- Strengthen and sustain a sophisticated fundraising strategy consistent with Collaboratory's mission and values.
- Create compelling and persuasive case statements to increase the level of private giving.
- Develop relationships with donors and prospects, negotiating the interests of both individual donors and Collaboratory, and securing principal-level gift commitments.
- Provide comprehensive, timely and innovative stewardship. Elevate the importance of stewarding all gifts and programs in ways that strengthen donors' interest in, satisfaction with, and commitment to the mission of Collaboratory.
- Work collaboratively with professional advisors (attorneys, wealth advisors, accountants, and trust officers) to cultivate and expand current giving by planned gift donors.

Personal Skills and Qualifications:

- A deep appreciation for, and an ability to articulate eloquently, the audacious goals of Collaboratory.
- Proven skills as a strategist, with the ability to articulate a vision for the future and to build and institutionalize an organization capable of creating systemic change.
- Boundless enthusiasm, an untiring sense of humor and perspective, and a limitless devotion to the aspirational goal of Collaboratory.
- Metrics-driven, highly motivated self-starter whose mindset informs strategy and work.
- Proven ability to work collaboratively in a dynamic and goal-oriented team environment.

TO APPLY

Jack Gorman is leading this search with Jake Lester and Jean Jacoby. For more information, to submit a nomination, or to apply please visit:

<http://www.imsearch.com/7747>

Collaboratory provides equal employment opportunities to all employees and applicants for employment in all job classifications without regard to race, color, religion, age, mental disability, physical disability, medical condition, gender, sexual orientation, genetic information, ancestry, marital status, national origin, veteran status, and other classifications protected by applicable state and local nondiscrimination laws.