

Senior Major Gifts Officer
Conservation Law Foundation
Boston, Massachusetts
www.clf.org

Send Nominations or Cover Letter and Resume to:
Terri Rutter
Senior Consultant
(857) 445-4918
TRutter@LindauerGlobal.com

The Opportunity:

The Conservation Law Foundation, New England's staunchest advocate for and protector of its natural environment, seeks a Senior Major Gifts Officer. If you care about New England's oceans, forests, wetlands, and more and are a successful fundraiser looking to combine your passion with your expertise and talents, this opportunity may be right for you.

Overview

Conservation Law Foundation (CLF) protects New England's environment for the benefit of all people. A non-profit, member-supported organization, CLF uses the law, science, and the market to solve the region's most challenging environmental problems from climate change to water pollution to community problems like childhood lead poisoning. Every day, CLF advocates stand up for New Englanders—in state houses, court houses and board rooms, regulatory hearings and community gatherings—to forge innovative paths to environmental progress and economic prosperity for all in our region. To that end,

CLF works with communities of color, and those that are economically or otherwise disadvantaged, which often suffer disproportionately the impacts of environmental degradation.





Thanks to CLF's relentless advocacy for 50 years – in courtrooms, in statehouses, and in boardrooms from New England to D.C. – today [Boston Harbor](#) is the pride of the city, Georges Bank is free from oil and gas rigs, [Lake Champlain's](#) polluted waters are getting cleaner, and New England's remaining obsolete [coal plants](#) are on the verge of shutting down for good.

CLF doesn't just shut down polluters, they create comprehensive long-term solutions to environmental challenges. CLF is a critical mover in building a new energy infrastructure, restoring the health of our [oceans](#), countering [climate change](#), and safeguarding the health, [quality of life](#), and [economic prosperity](#) of our families and neighbors for generations to come.

CLF forges lasting solutions for the region's most critical environmental challenges. CLF works with one foot in the future, pushing [New England](#) to make the necessary choices now to ensure we reach net zero emissions by 2050. CLF works with the other foot firmly in the present, recognizing that the global pandemic and the fight for long-overdue racial and economic justice spurs on our imperative to succeed in tackling pollution, tainted water, and other critical issues today.

VISION

A healthy, thriving New England for all.

MISSION

CLF protects New England's environment for the benefit of all people and future generations. We use the law, science, and markets to create solutions that preserve and restore our natural resources, build healthy and resilient communities, and sustain a vibrant economy.



VALUES

- **Courage:** We take on powerful opponents, work at the vanguard, and challenge conventional wisdom.
- **Collaboration:** We recognize the power of partnership to achieve change, and we engage our allies with transparency, respect, and humility.
- **Creativity:** We craft innovative and thoughtful solutions to solve big problems.
- **Effectiveness:** We create meaningful and lasting change for people and the planet.
- **Integrity:** We stand up for sound science, thoughtful analysis, intellectual honesty, and ethical action. We strive to reduce our carbon footprint and environmental impact in our operations and activities.

- **Justice:** We believe everyone has the right to live in a healthy environment and have access to nature. We are committed to vindicating that right in the face of historic injustice for current and future generations.
- **Optimism:** We communicate a positive vision of New England's future. Through our actions, we demonstrate that the most pressing environmental challenges, including climate change, can be met with focus, intention, and hope.

The Role

CLF is seeking a Senior Major Gifts Officer to manage a portfolio of approximately 150-160 donors. This position will report directly to the Vice President of Development.

Position Duties and Responsibilities:

- Lead major gifts efforts at CLF.
- Personally cultivate and solicit high-level gifts from current and prospective donors.
- Set strategies for cultivation, solicitation, and stewardship of high-level gifts from current major donors and prospects.
- Build an evolving portfolio of ~150 appropriate donors.
- Develop institutional knowledge to know who and when to ask for support (advocates, board members, senior management) to increase effectiveness of presentations.
- Provide comprehensive, timely, and innovative stewardship opportunities. Elevate the importance of stewarding all gifts and programs in ways that strengthen donor interest in, satisfaction with and commitment to CLF.
- Plan and implement funding campaigns, events, and activities for major gift donors. This includes teaming with other development staff, senior management, advocates, and board members on appropriate activities and programs.
- Execute major gift materials, including briefing memos, proposals, and any other materials, to convey the quality and professionalism of the organization.
- Maintain a high degree of responsiveness to the needs and requests of all constituencies, external as well as internal.

Skills and Abilities:

The Senior Major Gifts Officer must be a skilled major gift fundraiser with a track record of successfully and strategically identifying, cultivating, and stewarding donors at the \$25,000+ level.

Other desired skills include:

- The ability to assimilate complex issues/programs and have the skill to communicate their content in a succinct, coherent way.
- Demonstrated ability to handle multiple, complex fundraising activities simultaneously in a fast-paced environment.
- Strong communication, writing, and interpersonal skills.
- Enthusiasm for CLF's mission to protect New England's health and environment for all.

Education, Experience, and Knowledge:

- Bachelor's degree
- 8+ years of professional experience and 3+ years of major gifts or related experience
- Experience with fundraising campaigns preferred
- Experience with advocacy or environmental groups preferred
- Experience with donor database preferred

Commitment to Workplace Diversity, Equity, and Inclusion:

CLF is committed to workplace diversity, equity, and inclusion. It is an equal opportunity employer and does not discriminate in hiring or employment on the basis of race, color, religion, national origin, gender, marital status, sexual orientation, age, disability, veteran status or any other characteristic protected by federal, state or local law. CLF offers competitive salaries, excellent benefits, and a pleasant working environment. Salary is based on a nonprofit scale and commensurate with experience.

Leadership



Bradley M. Campbell
President

For the past 25 years, Bradley M. Campbell has been at the forefront of shaping the country's most significant environmental policies and laws. A former White House senior appointee during the Clinton administration, Brad was the Regional Administrator at the U.S. Environmental Protection Agency Mid-Atlantic Region and served as Commissioner of the New Jersey Department of Environmental Protection.

In 2006 Brad launched a law firm with a focus on issues involving the environment, energy, entrepreneurship, and science. A year later, he co-founded Swan Creek Energy, which went on to develop several of the largest net-metered commercial solar projects in the United States.

Brad has a wide range of experience overseeing large public agencies, developing strategic litigation, and negotiating innovative agreements that have resulted in environmental milestones in New England and across the United States.

As Commissioner of the New Jersey Department of Environmental Protection, a post he held for four years, Brad set the toughest standards in the nation to protect coastal areas, streams, and rivers from stormwater pollution; initiated and negotiated the Regional Greenhouse Gas Initiative (RGGI) to control greenhouse gas emissions from power plants; and developed and secured permanent protection for more than 800,000 acres of watershed lands under threat of development in New Jersey's Highlands region.

His achievements as the principal of Bradley M. Campbell LLC include successful litigation on behalf of a low-income community to remedy contamination of local drinking water; negotiation of power purchase agreements, leases, and financing documents supporting development of commercial and utility-scale solar energy projects; and litigation proceedings arising from catastrophic oil and chemical spills.

Concurrent with his law practice, Campbell founded Swan Creek Energy, LLC, a renewable energy development firm responsible for several of the largest commercial-scale solar projects in New Jersey.

Campbell lectures and writes regularly on major legal and policy issues.



Kate Saunders
Vice President for Development

Kate Saunders is Vice President for Development for CLF, a role she has held since 2013. In her role, Kate oversees all of CLF's development activities, and manages the development team. Philanthropy has more than doubled during her tenure. Prior to CLF, Kate worked at The Trustees of Reservations, where she was Vice President for Advancement, a position she held since 2006. She joined The Trustees of Reservations in 2000 as Capital Campaign Director. In that role, she planned and executed a \$100 million Landscapes and Landmarks Campaign, the largest capital campaign for a conservation organization in Massachusetts history. Prior to The Trustees of Reservations, Kate worked in major gifts and campaigns at Harvard School of Public Health, Children's Hospital Boston, and Massachusetts Audubon Society.

Kate holds two degrees from Dartmouth College: a Bachelor of Arts in Art History and a Master of Arts in Liberal Studies.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call or write:

Terri Rutter, Senior Consultant at
(857) 445-4918
TRutter@LindauerGlobal.com.

All inquiries will be held in confidence.

Setting the Standard in Nonprofit Talent

www.LindauerGlobal.com