



Major Gifts Officer
Natural Resources Defense Council (NRDC)
San Francisco, CA
<https://www.nrdc.org/>

Send Nominations or Cover Letter and Resume to:

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The Opportunity: Join the Movement

Launched in 1970 at the forefront of the environmental movement, [NRDC](#) is the nation's most effective environmental advocacy and action organization.

NRDC has more than [600 scientists, lawyers and policy advocates](#) in the U.S., China and India collaborating in a myriad of large and small ways to protect the environment. NRDC helped to create our nation's [environmental laws and has protected communities](#) in every state. Today, NRDC is helping build a new movement that will mobilize and unite lawyers, scientists, community and business partners, NRDC members and activists to advocate for laws and policies that will protect our environment far into the future.

While today's political climate is fraught with numerous attempts to roll back many of the environmental protections NRDC helped establish over nearly 50 years, the organization continues to use its unparalleled legal, scientific and policy [expertise](#) to defend these safeguards and spearhead solutions to the most critical environmental threats to the planet's ecosystems and human health. Thus, NRDC is positioned like never before to confront these new dangers with integrity, honesty, collaboration and the unwavering pursuit of fairness, equity, and justice.

As it approaches its 50th anniversary in 2020, NRDC has completed a strategic plan and is laying the groundwork for a large-scale comprehensive fundraising campaign. Its last campaign ended in 2010 after successfully exceeding its goal of \$400 million and raising a total of \$550 million.

NRDC is making a significant investment in growing its fundraising team. This expansion offers a distinct opportunity to join not only this powerful team of dedicated environmentalists but to also play a meaningful role in advancing this progressive movement.

There has never been a more critical time to join the team that helps create a world where all people have equal access to clean air, clean water and thriving communities.

NRDC: Its Mission and Its Work

NRDC works to safeguard the earth — its people, its plants and animals, and the natural systems on which all life depends.

“We combine the power of more than three million members and online activists with the [expertise](#) of some 600 scientists, lawyers and policy advocates across the globe to ensure the rights of all people to the air, the water and the wild.”

[Charity Navigator](#) awards NRDC its top four-star rating and the Better Business Bureau reports that NRDC “meets its highest standards for accountability and use of donor funds.”

As one of the world’s oldest and most influential environmental advocacy groups, NRDC has propelled many of the biggest strides in [environmental law and policy](#) since its founding nearly five decades ago. The organization combines scientific, policy, advocacy and legal expertise to develop analytical frameworks for policies to address the most significant environmental needs: climate change, pollution and human health and the preservation of our natural world. NRDC enacts and enforces policy to solve these challenges through advocacy, litigation, public and membership engagement and movement building.

NRDC staff focus on several [areas](#) of our lives affected by assaults to the environment:

- Climate change and clean energy
- Communities
- Health
- Food
- Oceans
- Water
- Wildlife

NRDC attorneys have helped pass the nation's bedrock environmental laws, including the Clean Air Act and the Clean Water Act. The NRDC litigation team has argued all the way to the Supreme Court to ensure those laws are enforced and polluters are held accountable.

NRDC isn't just an organization; it's a global movement. More than 3 million people worldwide are motivated into action through their connection with NRDC. The number of supporters to NRDC is growing as well, as concerned citizens seek out effective ways to try to stop the turning back of environmental protections. NRDC has grown its base of members and activists, now 3 million strong, by 25% in the last year.

The NRDC Development Operation: Raising Funds to Change the World

More than 60 NRDC Development staff are located in five major cities: Santa Monica; San Francisco; Chicago; Washington, D.C. and New York City. The organization's headquarters is also located in New York in the Chelsea neighborhood.

While currently a leader among environmental groups in the philanthropic support it receives, NRDC recognizes that it can significantly increase funds raised, particularly given the "Trump bump" effect of existing and prospective donors who are concerned about actions taken by the new administration and are seeking to support effective organizations who are fighting back with pragmatic solutions.

With new leadership in place, both at the top of the organization and in Development, NRDC is in the midst of a process to realign and restructure its development operations. A new chair of the Board, Alan Horn, Chairman of the Walt Disney Studios, has recently taken the helm and will partner with a newly reconstituted board development committee.

Among these initiatives are efforts to expand the fundraising staff in order to substantially grow the major gifts program, streamline data processing with the integration of Salesforce and focus on increasing planned giving. Renewed energy put into events and donor relations will support these efforts, as will shoring up support from private foundations.

Beyond the numbers, the development staff at NRDC say to a person that one of the main reasons they enjoy working there is because of their colleagues. The program teams work side by side with fundraisers, making a strong connection between those doing the environmental work and those raising the funds to support that work. Competitive salaries and benefits along with generous PTO and benefits make NRDC a highly desirable place to build a career.

"Many institutions claim they are changing the world," says one development staff member. "At NRDC, this is truly the case."

Position Overview – Major Gifts Officer

NRDC is seeking a Major Gifts Officer to work with NRDC's Major Gifts team in its San Francisco office to manage a portfolio of 100-150 donors. This position will report directly to the Director of Development for Northern California.

Position Duties and Responsibilities:

- Manage a portfolio of individuals and family foundations.
- 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.
- Participate in face-to-face meetings and solicitations.
- 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 NRDC.
- Develop strategies with the membership team to upgrade members from direct mail solicitation to personal solicitation.
- Partner with and support NRDC's leadership with respect to cultivation, solicitation and stewardship efforts and utilize their time and talents appropriately; ensure their effectiveness as spokespersons and fundraisers for NRDC.
- Work with the Northern California special events team to plan events in the region that maximize major donor and prospect cultivation opportunities.
- Other duties as assigned.

Skills and Abilities:

The 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 \$50 thousand+ level.

Other desired skills include:

- Ability to interface effectively with high-level NRDC donors and senior staff members;
- Demonstrated ability to handle multiple, complex fundraising activities simultaneously in a fast-paced environment;
- Strong communication, writing and interpersonal skills; and
- Passion for the mission and goals of NRDC.

Education, Experience and Knowledge:

- 5+ years of major gifts or related experience;

- Bachelor's degree;
- Experience with fundraising campaigns preferred;
- Experience with advocacy or environmental groups preferred; and
- Experience with donor database preferred.

Commitment to Workplace Diversity and Inclusion:

NRDC is committed to workplace diversity 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. NRDC offers competitive salaries, excellent benefits and a pleasant working environment. Salary is based on a nonprofit scale and commensurate with experience.

Location: San Francisco, CA

NRDC has helped spur California's environmental leadership since opening its San Francisco office in 1972, joined by a Los Angeles office in 1989. San Francisco is one of the top tourist destinations in the world, ranking thirty-fifth out of the 100 most visited cities worldwide. It is renowned for its cool summers, steep rolling hills and eclectic mix of architecture and landmarks. It is a hub for innovation and home to many new and burgeoning industries in high technology, healthcare, biotechnology, education and nonprofit organizations.

San Francisco also has had a very active environmental community and has been at the forefront of many global discussions regarding the natural environment. The 1980 San Francisco Recycling Program was one of the earliest curbside recycling programs. The city's GoSolarSF incentive promotes solar installations and the San Francisco Public Utilities Commission is rolling out the CleanPowerSF program to sell electricity from local renewable sources. SF Greasecycle is a program to recycle used cooking oil for conversion to biodiesel. The Sunset Reservoir Solar Project, completed in 2010, installed 24,000 solar panels on the roof of the reservoir. The 5-megawatt plant more than tripled the city's 2-megawatt solar generation capacity when it opened in December 2010. ¹

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.

¹ From https://en.wikipedia.org/wiki/San_Francisco

To learn more, call
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or send nominations or cover letter and resume to
wlazar@LindauerGlobal.com
All inquiries will be held in confidence.



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Appendix

NRDC Leadership: Breaking New Ground

Jennifer Bernstein ***Chief Development Officer***

Jennifer Bernstein, who joined NRDC as Managing Director of Development in 2016, is a seasoned development executive who has worked in principal and major gifts, board development and fundraising management. Most recently, Bernstein served as the Vice President for Development and Alumni Relations at Pace University, a comprehensive private university with more than 130,000 alumni worldwide. At Pace, Bernstein was the driving force behind securing the largest gift in the university's history, resulting in the renaming of the law school.

However, Bernstein's experience reaches beyond higher education alone to include the arts and environmental advocacy. Bernstein has had the privilege to lead great teams and serve outstanding institutions across a variety of fields. In addition to NRDC and Pace, she has worked for Roundabout Theatre Company, Playwrights Horizons, NYU and CCS Fundraising. The institutions that Bernstein has served range in size from the small but highly successful fundraising shop of Playwright Horizons to her work at the widely recognized NYU Stern School of Business. Bernstein has managed large teams and has worked directly or collaboratively with every functional area of development, including major gifts, corporate and foundational relations, annual giving, stewardship, systems and research.

Bernstein is a graduate of the NYU Stern School of Business and the College of Santa Fe. She has two small children and recently completed her first marathon. She is based in New York.

Catherine Durand-Brault ***National Director of Major Gifts***

Originally from Montréal, Catherine Durand-Brault came to NRDC in the spring of 2018 from the Wildlife Conservation Society, where she played an instrumental role in building WCS's national Major Gifts program. Prior to this, she lived in Europe, where she worked at Care International in London and at the United Nations in Geneva, while starting her career in advertising in one of Canada's largest marketing groups. She holds a master's degree in Public Communications from the University of Westminster, United Kingdom.

As National Director of Major Gifts, Durand-Brault is charged with the development and implementation of NRDC's major gifts strategy across the country and oversees regional fundraising teams in New York; Washington, D.C.; Chicago; Los Angeles and San Francisco, as well as two national fundraisers covering the remaining markets.