

Senior Director of Leadership Giving

Who We Are

The Dallas Zoo is Texas' oldest and largest zoo, and an institution that has become one of Dallas' most acclaimed cultural attractions. Situated on 106 developed acres in the heart of Oak Cliff, just three miles south of downtown Dallas, the Zoo is home to over 400 species and more than 2,000 animals. Over the last decade, the Dallas Zoo has opened 18 new and renovated exhibits that have helped drive visitation, doubling attendance and revenue; demonstrated by four consecutive years of one million+ guests. Since 2014, USA Today has consistently ranked it a top-10 zoo in the country. The Dallas Zoo currently employs more than 350 employees and has an annual revenue budget of \$34M.

Who You Are

The Senior Director of Leadership Giving will serve as the senior member of the new major gifts team. The selected candidate will develop and implement strategies for the cultivation, solicitation, and stewardship of donors with special focus on five-figure gifts in support of both general operations, capital campaigns and special projects. The Zoo anticipates hiring one additional member (Manager or Director level) to the major gifts team this year. The Senior Director will work in a hybrid environment, both in-office and remote.

What You Will Bring to the Position

- Five or more years of experience managing a dynamic portfolio of major gift prospects.
- Proven track record of meeting and exceeding fundraising/performance goals.
- Experience developing effective relationships with key leaders, volunteers, and donors.
- Experience representing a large non-profit organization in a fundraising capacity.
- Demonstrated strong management skills. Ability to influence and engage direct and indirect reports and peers.
- Exceptional written, oral, interpersonal, and presentation skills and the ability to effectively interface with senior management, staff, board members, and community leaders.
- Ability to operate as an effective tactical and strategic thinker.
- Strategic approach to problem solving.
- Well-organized, systematic thinker with a disciplined, strong work ethic.
- Exceptional computer skills with a working knowledge of MS Word, Excel, Outlook and PowerPoint.
- Commitment to the mission and values of the Dallas Zoo.
- Must have good observational skills.
- Bachelor's degree or equivalent experience.

What's In It For You

- Generous compensation and paid leave package
- Opportunity to lead workforce strategies that will contribute to our mission of Engaging People & Saving Wildlife
- Medical, dental, vision, life and disability benefits
- 401(k) Match

Interested individuals please send a resume and cover letter to nonprofit@victorysearchgroup.com with Dallas Zoo, Senior Director Leadership Giving in the subject line.