



Director of Philanthropy

About the South Florida Wildlife Center

The South Florida Wildlife Center (SFWC) is one of the nation's largest and most respected wildlife rehabilitation facilities, treating over 8,000 injured, orphaned, or displaced native animals each year. Our mission is to rescue, rehabilitate, and release wildlife while promoting peaceful coexistence through education and advocacy.

SFWC is embarking on an exciting new chapter with the development of a state-of-the-art wildlife hospital and campus that will expand our capacity and enhance the care we provide to South Florida's diverse wildlife.

Position Summary

The Director of Philanthropy will serve as the chief fundraising strategist for the South Florida Wildlife Center, responsible for building and executing a comprehensive development program to support both immediate and long-term financial sustainability. This includes leading a multi-million-dollar capital campaign to build a new wildlife hospital, as well as establishing and growing a robust annual fundraising program to support the Center's \$3 million operating budget.

The ideal candidate is a seasoned and strategic fundraising professional with demonstrated success in major gifts, annual giving, capital campaigns, and donor engagement. This individual will work closely with the Executive Director, Board of Directors, and key partners to expand philanthropic support and position SFWC for long-term growth and success.

Key Responsibilities

Fundraising Strategy & Leadership

- Develop and implement a comprehensive fundraising strategy that supports SFWC's \$3 million annual operating budget, with a strong focus on sustainability and diversification.
- Design and grow revenue streams including major gifts, individual giving, foundation and corporate support, planned giving, events, and digital fundraising.
- Establish systems, metrics, and processes to track performance and continually optimize fundraising efforts.
- Recruit, lead, and mentor development staff and external consultants as needed.

Capital Campaign Leadership

- Lead all aspects of the capital campaign to fund the construction of a new wildlife hospital and rehabilitation facility.
- Develop and manage campaign strategy, timeline, budget, donor pipelines, and recognition programs.
- Work with leadership and campaign committee to identify and cultivate major donors and institutional supporters.
- Oversee production of campaign communications, case materials, and donor stewardship plans.

Major Gifts & Donor Engagement

- Manage a portfolio of major donors and prospects, guiding cultivation, solicitation, and stewardship strategies.
- Support board members and executive leadership in donor engagement and solicitation.
- Create and execute individualized stewardship plans to deepen donor relationships and increase lifetime giving.

Annual Fund & Development Infrastructure

- Build a strong annual giving program that engages a wide base of supporters through mail, digital, and recurring giving campaigns.
- Develop fundraising materials, impact reports, and appeals that communicate the organization's mission and results.
- Ensure effective use of CRM systems and data analytics to track donor engagement and revenue performance.

Collaboration & Communications

- Collaborate closely with the communications team to align messaging and support donor engagement across channels.
- Serve as a public ambassador for the organization at events, donor meetings, and community functions.
- Work with program and finance teams to align fundraising goals with organizational priorities.

Qualifications

- Minimum of 7–10 years of nonprofit fundraising experience, including leadership of a capital campaign and annual fund development.
- Demonstrated success in major gifts fundraising and managing donor relationships at all levels.

- Experience building or significantly expanding a fundraising program to support a 2-\$3M+ annual budget.
- Track record of effectively working with executive leadership and board members.
- Excellent written, verbal, and interpersonal communication skills.
- Strong organizational and project management skills.
- Proficiency in donor management systems and fundraising analytics.
- Bachelor's degree required; CFRE or advanced degree preferred.
- Commitment to animal welfare and environmental protection is highly desirable.

Compensation & Benefits

- Competitive salary commensurate with experience.
- Benefits include health insurance, paid time off, and professional development opportunities.

To Apply

Please submit a resume and cover letter outlining your qualifications and interest in the role to sfwc.ed@gmail.com. Applications will be reviewed on a rolling basis.