



USA Climbing Foundation – Sr Director of Development

About USA Climbing

USA Climbing is the National Governing Body for the sport of competition climbing in the United States. Competition is rapidly growing across the United States with the development of new climbing gyms and the introduction of climbing as an Olympic sport in Tokyo.

Our mission is to support the well-being, development, and competitive excellence of our athletes as we advance the accessibility and growth of the climbing community nationwide.

The USA Climbing Foundation is the philanthropic arm of USA Climbing focused on raising funds for USA Climbing through two core principles Transformation and Triumph.

Position Type

Independent Contractor

Submission of Interest:

Requests for consideration must be submitted by September 24, 2021 to the following email address: patti@usaclimbing.org. Submissions must include: (a) name and information regarding proposed contractor entity, (b) name and resume of the individual(s) to serve as representative for the contractor, (c) expression of interest, (d) proposed agreement terms in relation to fee and termination rights.

USA Climbing values diversity in all of its forms and strongly supports and encourages diversity candidates through this process.

Reports to: TBD

Primary Job Responsibilities

- Plan, organize and direct the Foundation's fundraising efforts, including the major gifts program, annual fund, special events, trustee/donor relations and capital campaigns.
- Work closely with officers and directors of the Foundation and of USA Climbing.
- Launch and grow a major gifts program including identification, cultivation and solicitation of major donors. Identify prospective donors and supporters capable of making charitable gifts to the Foundation. Cultivate identified prospects via in-person visits, telephone and email communication, and engagement opportunities such as special events. Solicit prospects for significant charitable gifts to support the Foundation. Steward donors via a variety of communications and experiences, including attendance at National Championships, World Cup, World Championships and the Olympic and Paralympic Games.
- Direct annual fund program, including mailings and annual fundraising drives. Build an annual fund content calendar working in close coordination with USA Climbing marketing and communications team to ensure cohesive messaging.
- Direct capital campaigns and other major fundraising drives, including to further USA Climbing's goals for diversity, equity and inclusion.
- Coordinate and organize fund raising special events that provide opportunities to engage prospective donors, volunteers and advocates of USA Climbing, while achieving philanthropic goals and initiatives.
- Manage all Foundation board of trustee relations, recruitment, onboarding, stewardship and meetings. Work with USA Climbing board members and trustees to effectively assist efforts in identifying, cultivating, and soliciting major gift prospects.
- Oversee fundraising database and tracking systems, ensuring and maintaining accurate donor records in coordination with any records used by USA Climbing for membership tracking. Utilize the donor database to facilitate donors through the moves management process and record all relationship interactions.



- Ensure timely and accurate acknowledgement and tax receipts for all incoming gifts.
- Maintain and grow gift recognition programs.

Qualifications/Skills

- Bachelor's degree or higher in Business, Communications or closely related field
- Minimum of ten (10) years of corporate or private fundraising experience
- CFRE certification preferred
- Other professional certifications and/or advanced degree a plus
- Superior written/verbal communication skill with exceptional attention to detail
- Ability to articulate an organization's vision, values and programs to donors, volunteers, and staff in an engaging, motivating, and compelling manner resulting in an outpouring of philanthropic support, particularly in relation to sport.
- Outstanding interpersonal skills and proven ability to collaborate with team
- Resourceful and independent, yet able to work creatively, effectively, and collaboratively within an integrated, team-oriented environment
- Professionalism, discretion, and confidentiality in matters of staff/donor privacy
- Proven ability to build relationships to foster charitable gifts
- Achievement-oriented and confident
- Creative, flexible, and innovative
- Have knowledge and experience in fund raising techniques, particularly annual fund and major gifts, and particularly in relation to sport.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability.

Compensation / Other

- commensurate with experience
- involves travel as needed

USA Climbing supports diversity, equity, and inclusion in all its forms and strives to incorporate DEI into all it does.



Where Olympic Journeys Begin