Planned Parenthood of Wisconsin's (PPWI) 22 health care centers provide affordable high quality compassionate health care to more than 60,000 individuals annually. PPWI is a comprehensive full-service sexual and reproductive health care provider for all. With its community-centric approach, PPWI provides communities with the essential health care needed to continue to be safe, healthy and strong.

PPWI services include:
- Wellness, Preventive Care
- Reproductive Health Care
- Labs and Tests
- Vaccinations
- Male Services
- No-Cost Birth Control by Mail

PPWI services encompass everything from preventive health exams and cancer screenings to gender-affirming care and so much more. Many patients may qualify for no-cost health care services, including annual exams, STD and HIV testing, pregnancy testing, and more.

As a leader in sex education, PPWI’s Embody education and training program provides excellent comprehensive sexuality education, training, resources, and information for diverse audiences in Wisconsin. Embody services are available in multiple languages for schools, organizations, and community groups. Community education programs provide the tools and resources necessary to keep teens and young adults safe, healthy, and strong.

Are you ready to join a historic movement during a crucial time in history? Planned Parenthood has been serving diverse communities since 1935; there has never been a more meaningful time than now to join PPWI, providing patients with essential health care. The mission of PPWI is to empower all individuals to manage their sexual and reproductive health through patient services, education, and advocacy. PPWI believes that people of every race, religion, gender identity, ability, immigration status, and geography have the right to determine their future. This is an opportunity to serve in a leadership role with PPWI’s development team during a pivotal time in reproductive rights legislation in Wisconsin and throughout the country.
The Opportunity: Director of Philanthropy, Principal and Major Gifts

Planned Parenthood of Wisconsin is seeking a highly passionate Director of Philanthropy, Principal and Major Gifts (DOP). The DOP will be an accomplished team leader, responsible for managing a growing Major Gifts team throughout the state while simultaneously attending to a portfolio of individual donors with a history or capacity of making $25,000 or larger gifts.

This is an opportunity for meaningful work at a historic moment in women’s health care in Wisconsin and throughout the country. Planned Parenthood of Wisconsin has a community of passionate and involved donors, and this role will allow a like-minded fundraiser to connect and strengthen these growing relationships. The time is ripe to discover new supporters, steward current donors, and have meaningful conversations about sexual and reproductive healthcare in Wisconsin.

Reporting to Jennifer Doyle, Vice President of Development, the DOP will review, analyze and adjust as necessary the Major Gifts team’s current key performance indicators to meet an evolving agency’s growing philanthropic strategy and needs. As a senior team member, the Director of Philanthropy, Principal and Major Gifts will develop gift opportunities and fundraising strategies to secure leadership and transformational philanthropic commitments, including planned gifts. The DOP will manage three Philanthropy Officers, a number that is likely to increase over the next several years to meet department and agency objectives.

The DOP will be a results-oriented, creative, entrepreneurial professional who enjoys high-level, front-line relationship building, solicitation, and strategy development for cultivating high-value relationships. Serving as a player/coach, the DOP will also act as a leader, mentor, and manager to a team of accomplished gift officers. The DOP will thrive in a rapidly changing, fast paced environment and will meet challenges effectively with an optimistic outlook.
Leadership and Fundraising Management

• Lead, develop, motivate, supervise and maintain a team of accomplished gift officers throughout the state.
• With department leadership, develop and monitor measurable objectives to meet the agency’s philanthropic vision and goals.
• Oversee moves management reporting and provide detailed reports to leadership regularly on both team activity and resulting donor engagement and contributions.
• Successfully balance a workload comprised of approximately 30% portfolio management, 30% development program development, and 40% staff management and administration.
• Inspire a culture of learning and collaboration, establishing an environment increasing readiness and deepening donor relationships to make qualified 5, 6, or transformational 7-figure gifts.
• Establish and disseminate a growing knowledge of the work of PPWI while staying up to date with current policies that will affect the organization. Abortion Access at PPWI has temporarily been suspended due to a recent Supreme Court decision. However, PPWI will continue to help patients access safe and legal abortion care.
• Welcome and effectively embrace uncertainty and rapid evolution of ideas, developments, and the conversations in which the agency regularly engages.

Donor Relations and Portfolio Management

• Develop and manage a portfolio of donors capable of contributing to PPWI in the amount of Principal ($25,000 or more) and Major ($10,000 - $25,000) gifts.
• Provide leadership and direction for a portfolio, adding additional prospects with the capacity to give 5, 6, and 7-figure gifts.
• Work with donor volunteers and other leadership to help secure visits with those in their peer networks.
• Partner with other members of the PPWI staff to provide subject matter expertise and real-time program information to donors and prospects.
• Ensure excellent customer service is provided to donors through accessibility to staff and leadership (as granted), timely responsiveness, quality in all interactions and personalized communications.
External and Community Relations

- Intentionally apply hard and soft skills to maintain and strengthen relationships, networks, and communication with diverse and inclusive partners who are or may become supporters of PPWI.

- Ensure communication is mission-driven first, in line with strategic goals, supporting needs and purpose of PPWI.

- Create new and innovative donor communications and outreach strategies using technology and social networks to increase the organization’s visibility for diverse, new potential supporters.

- Demonstrate ability to build strong external relationships with various public leaders, partner organizations, and other stakeholders.

Development Operations and Administration

- Build and enhance an extensive donor base and pipeline, including prospect identification, cultivation, solicitation, and stewardship processes. Ensure donors are assigned to the appropriate staff member.

- Collaborate with the philanthropy team to ensure all donor files are maintained in the current database. Track all donor work in established systems and use data to effectively design and monitor development strategy, moves, and goals. Utilize PPWI’s donor database Raiser’s Edge NXT’s best practices to identify and manage donor information and fundraiser actions effectively.

- Lead a staff of philanthropy officers to promote a 90% retention rate and 30% portfolio increase goals across the entire PMG program, to include the identification and cultivation of new qualified donors ($10,000+) through the discovery process.

- Demonstrate fiscal responsibility and efficient use of all organizational resources.
The Qualified Candidate

Planned Parenthood of Wisconsin seeks an experienced team leader and accomplished Major Gifts fundraiser. The successful candidate will demonstrate an unwavering belief in the organization’s mission, focusing on access to healthcare for patients throughout the state. The Director of Philanthropy, Principal and Major Gifts will have a strong ability to motivate and mentor a team and secure gifts from some of the organization’s highest net worth donors.

Specific Requirements Include:

- Passion and commitment to PPWI’s mission, vision, and values
- 5 years or more of increasingly responsible Development roles, at least 3 supervising a team of 3 or more direct reports
- Commitment to diversity, equity, inclusion, and belonging in all facets of work and life
- Comprehensive understanding of philanthropy, including trends and tactics and all stages of the donor cycle
- Demonstrated success securing six and seven-figure gifts
- Strong analytic and strategic-thinking skills, with demonstrated ability to create, implement, and monitor complex plans and then translate those plans into goals and concrete strategies
- Strong interpersonal, oral, and written communications with the demonstrated ability to successfully engage with people from many backgrounds and points of view, including donors, colleagues, community members, and high net worth individuals
- Comfort with discussions of personal and family finances and asking for major financial commitments
- Goal-oriented outlook, driven to make a difference and achieve or surpass goals
- Career track record that shows stability with an organization and capacity to develop and nurture relationships culminating in overall success
- Bachelor’s degree in related discipline or an equivalent combination of education and experience
- CFRE (Certified Fundraising Executive) certification preferred
All employees, staff, interns, and volunteers are required to provide proof of vaccination against COVID-19. Currently, we do not accept exemptions for incoming staff.

Planned Parenthood of Wisconsin, Inc. is an equal opportunity employer committed to diversity in the workplace.

This position offers a competitive salary with strong benefits. Relocation assistance may be offered.

To assure confidential tracking of all applicants, no applications are accepted via email. ALL INQUIRIES WILL BE HELD IN STRICT CONFIDENCE. All candidate submitted materials and credentials are reviewed for consistency and accuracy. Candidates can expect that KEES will verify employment/academic/background information both in the screening process and for the finalist(s) in a formal background check.

This search is being managed by Laura Weinman, Vice President, and Abby Johnson, Project Manager at KEES. Questions may be addressed to ajohnson@kees2success.com.

About KEES

KEES (formerly Alford Executive Search) is a nonprofit executive search firm that builds diverse teams and dynamic leaders in the nonprofit and public entity sectors. A woman owned and operated firm, KEES offers a full array of nonprofit consulting services including executive search, leadership development, interim staffing, and HR support. For more information, please visit www.kees2success.com.