

MOMENTUM
Chief Development Officer
(Thousand Oaks, CA)

THE ORGANIZATION

For over 75 years, Momentum, formerly United Cerebral Palsy of Los Angeles, Ventura, and Santa Barbara Counties, has been providing resources and services for children and adults to maximize their independence with access and inclusion in the community. Today, the organization is branded as Momentum to better reflect the innovative services it provides to people with a spectrum of diagnoses. Momentum remains true to its mission of advancing the independence, productivity and full citizenship of children and adults with disabilities and medical conditions. With a \$40 million operating budget and its own governing Board of Directors, Momentum is one of the largest non-profit providers of direct-care services in Southern California, with over 30 program and services sites across five counties in Southern California, and a pediatric clinic in DeKalb, Illinois, providing an array of individualized resources so 6,500 children, adults and their families have access to greater inclusion and resources in their communities.

In addition to raising \$2 million annually, Momentum has launched a \$20 million Momentum Grows comprehensive capital campaign to share a vision of a more inclusive world where all people can live their life the way they choose. The three-year (2023-2026) campaign will allow Momentum the flexibility to expand their diverse continuum of pediatric and adult programs, align with universities and research institutions to create new service delivery models, and strengthen the organization's capacity to develop and retain exceptional professionals including therapists, nurses, and other dedicated staff.

To learn more about Momentum, please visit <https://momentum4all.org/>.

THE POSITION

Reporting directly to the President & CEO, the Chief Development Officer will play a critical role in developing and implementing strategic fundraising efforts that assures revenue is generated in a cost-effective manner while maintaining a positive public image and reputation. As a member of the Executive Leadership Team, the Chief Development Officer participates in executive leadership activities to shape and lead the culture towards accountability and innovation. Raising about \$2 million annually, fundraising activities include major gifts, corporate donations, annual giving, capital campaigns, individual gifts, institutional giving, planned giving, special events, and in-kind resources.

QUALIFICATIONS

- The ideal candidate will have at least seven years of progressively responsible experience in fundraising.
- An exceptional track record in cultivating donors and securing major gifts is essential.
- Documented success in creating and overseeing a comprehensive development program.
- Prior involvement in capital campaigns, soliciting major gifts, and collaborating with Board members is highly desirable.
- Experience in child welfare, healthcare, managed care, or mental health fields is preferred.
- A bachelor's degree is required. An advanced degree is preferred.

COMPENSATION & OTHER CONSIDERATIONS

The salary range is \$225,000 to \$250,000 based on experience. The Chief Development Officer may be eligible for an annual bonus. Mileage and travel expenses for donor meetings will be reimbursed. A comprehensive benefits package will be provided. Relocation assistance, if needed, is negotiable.

TO APPLY:

Momentum has retained Morris & Berger to conduct the CDO search. To view the full position description, please visit https://pub.marq.com/morrisberger_2241/. To apply, please submit an application, including a resume and a letter of interest, in confidence to Morris & Berger through their website: <https://morrisberger.com/position/?id=2241>.