



## **Chief Investments and Partnerships Officer**

Wonderland Child & Family Services enthusiastically announces we are accepting applications for this senior leadership position. We seek exceptional candidates with excellent credentials as well as a proven track record of leading entrepreneurial growth and achieving impact in the social sector.

Wonderland ([wonderlandkids.org](http://wonderlandkids.org)) is a Seattle-based human-services agency providing holistic early-intervention therapies and support to families and children challenged by developmental delays and disabilities with a specialization in prenatal exposure to alcohol and substances.

Now, we are taking on a huge challenge. Each year, an estimated 400,000–440,000 infants (10–11% of all births) are affected by prenatal alcohol or drug exposure, a “silent epidemic” that, because of stigma, societal inertia, and a lack of awareness and education, continues to be the #1 source of intellectual disability in the United States.

In 2018, in partnership with the world’s leading experts and specialists in the field, we launched a clinical intervention, the first of its kind: the Hope RISING Clinic (Resources, Intervention, and Support to Inspire and Nurture Growth), to serving children from birth through 12 years of age and their families, giving them the best prospects for a happy and productive life, despite the challenges.

Now, Wonderland is preparing an ambitious effort to scale the delivery of this and related clinical innovations for both our prenatal exposure and early-intervention programs, regionally and ultimately more broadly in an ambitious three- to five-year plan. We have a high-functioning organization and a strong executive team and board and enjoy close working partnerships with the top experts in the field. As we develop our plan to fund and scale our program, our most important next step is to recruit a gifted, driven leader to lock elbows with our CEO, executive team, and board of directors to develop the partnerships and investments needed to ensure our business plan’s success.

The Chief Investments and Partnerships Officer will serve as a leading spokesperson and ambassador for Wonderland. They are primarily responsible for establishing and maintaining relationships with a portfolio of community leaders and individuals who are prospective partners and investors in Wonderland’s work. They will cultivate these relationships and take the leadership role to develop a team of dedicated professionals to engage individuals and corporations across the state and solicit their investment of time, talent, and financial support in Wonderland’s mission.

This individual will have a catalytic role in driving revenue from approximately \$5M to many multiples of that, so candidates should be prepared to give direct evidence of their capabilities in sourcing and sustaining growth capital, contributed revenue and grants from individuals, foundations, corporations, and government agencies. Experience with impact capital is a plus. Specifically, this position will initiate contacts with potential investors of \$25,000 and above; develop and deploy individualized cultivation strategies which harness the full range of Wonderland’s people and programs; develop solicitation and closure strategies; and deliver ongoing, and reporting regarding any and all investments made.

### **Chief responsibilities:**

- In close partnership with the Executive Director, coordinates the development and revision of the organization’s business plan, including articulating organization-wide goals; strategies; milestones; metrics; financial strategy; and budget projections.
- Works closely with the Executive Director to engage the board of directors to capture their input and feedback on the business plan, and capture feedback and direction around financial projections and the metrics provided in the executive dashboard.
- Shares the Agency’s business plan and other key organizational documents with key stakeholders across the state for their advice and feedback.
- Serves as a liaison in support of the outreach, advocacy and relationship-building efforts of the board of directors and the Executive Director to a carefully identified set of influential leaders in the philanthropy, corporate leadership, government, nonprofit, and community leadership, and advocacy spaces.

- Directly oversees a portfolio of approximately 150 current and prospective financial supporters. Ensures that each individual in the portfolio receives continuous, personalized attention and ongoing engagement. On average, conducts a minimum of one and a optimum of three personal contacts with current and prospective supporters each business day.
- Ensures direct, responsive, and personalized support for each board member to support their work to establish and build strong, productive relationships with current and prospective partners and investors.
- Oversees the operation of the Office of Investments & Partnerships, including the work of all department staff, vendors and contractors, and others involved with marketing, communication, and outreach.
- Ensures that every financial supporter receives personalized, face-to-face follow up reports that explains the use of the funding and the benefits created. Before these reports are generated, each individual will be consulted on the means of reporting that are most suitable and helpful for each.
- Ensures that database protocols and procedures are comprehensive, best practice, and executed with discipline and accuracy. Ensure the donor database is continuously updated so that all information is accurate, up-to-date, and appropriately organized.
- Oversees production and distribution of projections to ensure the organization is on track to meet goals.
- Statement of Ethics – takes lead responsibility to ensure that each member of the Investments and Partnerships Office, the Executive Director, and all members of the board of directors read and discuss, at minimum once annually, the AFP Code of Ethics and ensure that each individual engages with the concepts and adheres closely to these principles and practices.
- Leads the development and implementation of development office planning efforts, including policies and procedures and implementation of goals.

**Requirements/Qualifications:**

- Exceptional interpersonal, written and oral communication skills
- Demonstrated record of successful team building and staff supervision
- Record of outstanding individual fundraising achievement (\$2M+ annually)
- Confidence, professionalism, and passion for the mission
- Strong empathy and perseverance; highest ethical standards; optimistic, positive, and charismatic
- College degree; advanced degree preferred
- 10+ years’ experience with nonprofit leadership, board governance, individual and corporate fundraising, business strategy, team building, organizational development, and performance enhancement.

**About Wonderland Child & Family Services**

Wonderland Child & Family Services is a multi-program agency serving children from birth through age 12 with developmental delays, disabilities, and prenatal substance exposure. Founded 50 years ago, Wonderland’s mission is to provide a strong and equitable foundation for children and their families with diverse needs and abilities to flourish through therapy, education, advocacy, and resources. We reach hundreds of families every month through Early Childhood Programs & Services and Hope RISING Clinic for Prenatal Substance Exposure.

**Benefits Include:**

- Competitive wages (DOE)
- Health, vision, and dental Insurance
- PTO and generous paid holidays (including last week of the year: December 25<sup>th</sup> - January 1<sup>st</sup>)
- 401(k) retirement plan
- Life and AD&D insurance
- Health Care and Dependent Care Flexible Spending Accounts
- Training and continuing education
- Mileage and mobile phone reimbursement
- Flexible schedules

**Office location:** Shoreline, Washington. During pandemic will work primarily remotely.

**Reports to:** Executive Director

**Compensation:** 100K+ DOE

**Wonderland is an Equal Opportunity Employer.**