



Director of Advancement
Fountain Valley School
Colorado Springs, Colorado

School Overview

Fountain Valley School (FVS) is an independent college preparatory school established in 1930 offering day and boarding options for students in grades 9-12. FVS is accredited by the Association of Colorado Independent Schools, the National Association of Independent Schools, and The Association of Boarding Schools. The school provides a Western Academic program centered around passionate teaching and one-of-a-kind learning experiences that combine rigor with healthy balance and fun. As they journey through FVS, students are prepared to excel to the best of their abilities and aspirations. FVS's 1,100-acre Prairie campus, situated at the base of the Rocky Mountains in the city of Colorado Springs (approximately 80 miles south of Denver) provides an unrivaled environment for academic, athletic, and artistic growth.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

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Director of Advancement

Reporting to and working closely with the Head of School, the Director of Advancement will provide clear vision, supervisory leadership and management, and strategic direction for all aspects of the School's advancement program. As a member of the senior administrative team, the Director of Advancement will help develop priorities and strategies for the School, while maintaining comprehensive management of the advancement office and the School's larger philanthropic goals. The successful candidate will be both strategically and relationally oriented, working across the community to keep the School's culture and values central to all aspects of FVS's advancement efforts.



Responsibilities

- Supervise and set the direction for the Advancement Office. Provide regular performance feedback and support the professional growth of each team member.
- Collaboratively design, implement, and oversee a comprehensive fundraising program designed to broadly support the mission and strategic initiatives of the school.
- Oversee all planning and strategy for the school's fundraising efforts, including an upcoming capital campaign, annual giving, alumni engagement, data management, planned giving, and strategic projects.
- Develop and implement both short and long-term advancement plans to meet established goals and objectives.



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Responsibilities (continued)

- Cultivate relationships with key stakeholders across the school, parent, and alumni communities, promoting a culture of inclusion within the advancement program.
- Identify, cultivate, and solicit 5,6 and 7 figure gifts and steward major donors.
- Oversee the gift reporting, acknowledgments, accounting, and data management of the Advancement office.
- Provide comprehensive data and statistical reporting to the Head of School and Board in order to set annual fundraising strategy, goals, and agenda.
- Provide research, background information, appropriate materials, and recommended strategies for dealing with specific constituents and donors to the Head of School.
- Support the philanthropic work of the Board of Trustees and its various committees.
- Serve on the senior administrative team that oversees all day-to-day operations and sets strategic goals and planning for the school.
- Oversees all operations of The Advancement Department ensuring the School's current and future financial needs are met or exceeded.



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Qualifications

- Minimum of eight years of increasing responsibility in educational fundraising;
- Proven track record of fundraising success;
- Experience related to structuring and managing a capital campaign;
- Familiarity and comfort working with varying constituencies, including trustees;
- Familiarity with advancement best practices, preferably in an independent school, including fund development and alumni relations;
- Excellent written and speaking skills and the ability to inspire others;
- Ability to balance multiple priorities in a complex environment;
- Extreme discretion, attention to detail and commitment to excellence;
- Deep appreciation and understanding of the School's mission and values;
- Excellent leadership skills, including at least five years of previous work experience successfully managing employees;
- Deep grounding in all aspects of advancement work including annual giving, capital campaigns, major gifts, prospect research, alumni relations, communications, and special events;



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Compensation and Benefits

Salary Range is \$160,000-\$190,000. Final salary will depend on several factors, including a candidate's qualifications, skills, competencies, and experience. FVS offers a competitive and comprehensive package, which includes a 403(b) match, healthcare coverage, and a broad range of other staff benefits.

Interested Persons Contact

Jonathan K. Ball
Managing Associate
Carney, Sandoe & Associates
617-933-3450 (dir)
jball@carneysandoe.com

All inquiries and nominations are kept confidential.



The Fountain Valley School is proud to be an Equal Employment Opportunity; the School does not discriminate in employment on the basis of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, gender or gender identity, age or sexual orientation.



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