

Director of Major Gifts & Corporate Giving



Organization Profile

First Tee – Connecticut is a youth development organization that enables kids to build the strength of character that empowers them through a lifetime of new challenges. By seamlessly integrating the game of golf with a life skills curriculum, we create active learning experiences that build inner strength, self-confidence, and resilience that kids can carry to everything they do. By *Building Game Changers* through our programs at 17 outdoor locations, in 185 schools and in partnership with local youth service agencies, we help shape the lives of nearly 63,000 young people from all backgrounds by reinforcing values like integrity, respect and perseverance through the game of golf.

First Tee – Connecticut, originally and formally known as the Connecticut Golf Foundation, is a 501-c3 organization. The Connecticut Golf Foundation was created in 1997, with leadership from the CSGA, to expose golf to underprivileged youth who might not normally have access to the game. A separate organization, The First Tee of Hartford, began operations at Goodwin Park Golf Course in Hartford in 1999 with the same basic goals as the Connecticut Golf Foundation. The organizations formally merged operations in May of 2004 to become The First Tee of Connecticut. Presently, First Tee – Connecticut is governed by a volunteer Board of Directors and led by a full-time staff with diverse representation from throughout Connecticut.

Beginning in 2022, responsibility for the Golf Operations at Goodwin Park Golf Course offered a unique opportunity for First Tee – Connecticut to form a more intimate relationship with the City of Hartford and to have an even more meaningful impact on young people in Hartford through the game of golf.

As part of the continued success of First Tee – Connecticut, the newly established role of Director of Major Gifts & Corporate Giving will be part of an expanded effort to positively impact even more young people across the state of Connecticut.

Job Summary

The Director of Major Gifts & Corporate Giving will be primarily responsible for expanded cultivation, solicitation and stewardship of major donors; including individuals, private foundations and corporations across the state, and specifically in Fairfield County.

Reports to First Tee – Connecticut's Executive Director

Coordinates with Director of Development & Communication, Program Director and First Tee – Connecticut Board of Directors

Experience, Education & Skills Requested

- A degree in the areas of marketing, business development or related field preferred.
- Five or more years of proven success in fundraising, public relations, revenue generation or a related field.
- Exhibits a high standard of professionalism.
- Adheres to the standards of professional conduct established by First Tee – Connecticut.
- General golf knowledge and/or background and commitment to the mission, vision and goals of First Tee – Connecticut.
- Demonstrates exceptional interpersonal and communication skills.
- Charismatic, personable and motivated to work with a diverse audience.
- Works well under pressure.
- Ability to work unsupervised at times as well as being able to work as part of a team.
- Ability to clearly convey information and ideas.
- Ability to evaluate and select among alternative courses of action quickly and accurately.
- Ability to maintain composure and objectivity under pressure.
- Proven knowledge of computer technology including Microsoft Suite, social media and computer-based applications including Network For Good and Donor Perfect.

Essential Responsibilities

- General
 - Represent First Tee – Connecticut in the community, specifically in fundraising and public relations efforts.
 - Ensure accurate and timely tracking of donor interaction via Donor Perfect to include key information.
 - Build meaningful and lasting relationships with new and existing donors, corporations and community organizations.
 - Contribute to the Annual Fundraising Plan of the chapter by successfully securing major gifts (\$10,000+).
 - Other duties as assigned, including those not specifically listed within, but relevant to the role of Director of Major Gifts & Corporate Giving.
- Donor Interaction & Community Outreach

- Plan and conduct targeted outreach to potential donors utilizing existing connections through staff, board members and/or current supporters.
- Communicate opportunities available to support First Tee – Connecticut through the Game Changers Society and Legacy Society, when appropriate.
- Continuously be present in and engaged with the community to develop relationships and cultivate potential individual and corporate donors.
- Identify and cultivate new community partners.
- Identify and cultivate existing donors to increase their giving.
- Effectively and responsibly perform wealth screenings on potential donors utilizing platforms such as iWave.
- Collaborate with First Tee HQ Advancement Team to leverage national search platforms and network-wide opportunities.
- Establish and fulfill an effective cultivation, fulfillment and stewardship plan to ensure long-term retention of donors.
- Coordinate with the Program Staff to facilitate observation of programs for interested and existing donors.
- Interact with Director of Development & Communications to provide written and photographic content for use on social media, chapter website and communications (newsletters, annual reports) and grant submissions.
- Contribute to the overall marketing and collateral materials produced by First Tee – Connecticut.

Youth Safety

First Tee – Connecticut is committed to creating and maintaining a safe and welcoming environment for all participants and individuals affiliated with the organization. As part of our commitment, all employees, coaches, volunteers and board members (covered adults) must complete a background check as a requirement of employment. In addition, all covered adults will be required to complete an online Safe Sport training program. [For complete details about Youth Safety at First Tee – Connecticut please visit our website.](#)

Typical Working Conditions

Work is regularly performed outdoors with possible exposure to extreme cold and heat. Mobility is an essential function of this role. Candidates will generally need physical capabilities to stand, bend, kneel or crouch for sometimes extended periods and lift items weighing more than 20 pounds. This hybrid position will require some in-office hours and will also require the candidate to work some evenings and weekends to attend events within the community.

Compensation & Benefits

Compensation for this full-time (37.5 hours/week), exempt role consists of an annual salary of \$70,000 - \$90,000. Participation in a year-end bonus pool may be available upon the successful completion of no less than twelve (12) consecutive months of service. Access to a retirement vehicle (401K or similar), for employee contributions and potential employer match, will be available upon the successful completion of no less than twelve (12) consecutive months of service.

Benefits (to be considered)

- Staff Clothing
- Playing and practice privileges
- Financial support for continuing educational opportunities relevant to job performance

Application Instructions

Please submit your Cover Letter, Resume and References (optional), preferably in a .pdf format, to mmoriarty@firstteect.org.
Application Deadline – July 30, 2023.

The Connecticut Golf Foundation, Inc. d/b/a First Tee – Connecticut provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.