

[About K. Russo Consulting Inc.](#)

We are a leading boutique executive search and human resources consulting firm with global capabilities that also specializes in name generation and customized research through its sister company IIPE.

Enhance your career, find your balance, continue in your path and find your dream. We listen and direct you to the organizations best suited to your goals.

Personal Branding: K. Russo Consulting candidates benefit from our personal branding. We supplement every submitted resume with a verbal presentation of the candidate's accomplishments and skill sets. We communicate what a resume cannot.

Direct and Honest Feedback: We are straight forward about the strengths and challenges of an opening and the suitability of a candidate's qualifications.

Respect for Your Reputation: We do not send out resumes without a candidate's permission.

Continuous Support: Working with us, you'll be sure to have your best game on! When it comes time to negotiate, we have the experience and market data to help you make an informed decision.



[Chief Development Fundraising Officer, Lower Fairfield/Middlesex County, CT](#)

This is an exciting new role with Community Health Center. You will have the opportunity to put your signature on the development of this department and function.

Our retained client, Community Health Center, Inc., who is one of the country's most creative and dynamic providers of primary medical, dental and mental health services to the uninsured and underinsured. Our client's culture is a professional team of intelligent, diverse and motivated professionals. They have been building a world class primary health care system that is committed to caring for special populations, and that is focused on improving health outcomes for over 130,000 patients as well as building healthy communities using innovative service delivery models, the latest treatments and state of the art technology.

The Chief Development Fundraising Officer (CDFO) will establish fundraising goals, including measurable objectives, and develop effective strategies and plans for the identification, cultivation and solicitation of charitable gifts in support of the Center and its national affiliates. Responsibilities include building key giving opportunities that maximize the organization's philanthropic opportunities, with particular focus on major gifts, local, state and national foundations, and corporate support.

Reporting directly to the President and CEO and as a member of the Senior Leadership Team, the CDFO will work closely with board members and senior management, as well as CHC's community partners, friends and allies to ensure fundraising goals are achieved. A primary objective for the CDFO will be to identify and engage a network of top level progressive funders and donors with the interest and ability to invest in advancing the vision and mission of the organization.

This is a development role requiring creative vision and proven expertise in designing a development and fundraising team within the organization.

- Design, implement and manage a strategic plan to create and expand philanthropic opportunities for Community Health Center, Inc.
- Serve as the organization's front-line fundraiser, partnering with the President, senior leadership, key allies and volunteers to strengthen advancement efforts
- Identify and manage a portfolio of prospects, creating a constant pipeline of new individual, corporate and institutional donors
- Set goals, priorities and strategies and oversee a comprehensive development program (annual giving, major gifts, foundations, corporations, planned giving, endowment, events, donor cultivation and stewardship)
- Recruit and manage a development team with the expertise necessary to achieve strategic goals
- Collaborate with support teams, with particular emphasis on aligning the Communications team's priorities with the strategic development plan
- MBA preferred. Non-profit experience. 10 years preferred
- Lower Fairfield/Middlesex County, CT
- \$200k plus discretionary bonus - relocation negotiable

Are you ready to put your signature on this initiative? If so, then please email your resume and compensation details to jwilson@krussoconsulting.com so we can review your background.