



# Groton

## Boyden Executive Search Contact

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### Position Summary

With a commitment to affordability and inclusion, Groton School, one of the nation's most prestigious independent boarding schools, seeks an experienced and relationship-driven Director of Parent Giving and Engagement to lead the school's parent engagement and fundraising strategies. This is a key leadership position within the Office of Development and Alumni Affairs, responsible for fostering strong partnerships between the school and its parent community and securing critical philanthropic support from current and past parents.

The Director will create and execute a comprehensive strategy to engage parents as both donors and ambassadors, build meaningful relationships across constituencies, and enhance the overall culture of philanthropy at the school. This position requires deep appreciation for Groton's mission of educational excellence, exceptional interpersonal and communication skills, and a proven track record of fundraising success.

### Essential Responsibilities

#### Parent Engagement and Stewardship:

- Develop and implement a dynamic parent engagement strategy, with tailored approaches for current and past parents.
- Serve as the primary liaison to the Parents Association and Parent Fund volunteers, including the Parent Association President.
- Participate in Development and Alumni Affairs and school-wide events, both on- and off-campus, to build relationships and represent the school's philanthropic mission. In particular, collaborate with campus colleagues to plan and execute parent-focused events, including Parents Weekend, welcome receptions, regional gatherings, stewardship events, and Prize Day.
- Organize small donor-based events in regional areas to cultivate and steward key donors.

#### Fundraising and Annual Giving:

- Lead all aspects of parent giving as part of the school's annual fund, working closely with volunteers and Development and Alumni Affairs colleagues to meet ambitious participation and revenue goals. In recent years the Parent Fund has raised more than \$3 million annually with 90-99% participation.

- Personally manage a portfolio of approximately 100 current and past parent prospects with the capacity to make leadership gifts of \$50,000 or more. Conduct 60-80 in-person donor meetings per year, on- and off-campus.
- Collaborate with frontline colleagues to coordinate outreach and align messaging.
- Ensure high-quality, personalized stewardship of major donors to deepen engagement and encourage long-term investment.

**Volunteer Management:**

- Recruit, train, and support a robust network of more than 40 parent volunteers to assist in outreach, event planning, and fundraising.
- Provide clear direction and consistent communication to volunteers to ensure alignment with institutional priorities and goals.

**Data and Reporting:**

- Use the school's CRM (Raiser's Edge NXT) to track donor activity, generate reports, and ensure data accuracy and integrity.
- Create strategy briefings, correspondence, proposals, and related documents.

**Qualifications**

- Bachelor's degree required.
- Minimum of 7-10 years of experience in advancement, fundraising, or related field, preferably working with parents, with a focus on independent schools, higher education, or nonprofit organizations.
- Demonstrated success in personal solicitation and volunteer management.
- Exceptional communication and interpersonal skills, with the ability to build trust with a diverse parent population.
- High level of discretion, confidentiality and integrity in dealing with sensitive donor information.
- High emotional intelligence and professional maturity.
- Willingness and ability to travel and work evenings/weekends as needed.
- Familiarity with fundraising databases such as Raiser's Edge or similar CRM platforms.

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## About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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