

**Lead Habitat for Humanity Greater San Francisco's \$100 million campaign while driving innovative fundraising strategies to expand affordable housing solutions across the region.**

In partnership with Lindauer, Habitat for Humanity Greater San Francisco (HGSF) seeks an experienced and innovative Chief Development Officer (CDO) to lead its dynamic fundraising and communications initiatives. This is an opportunity to join a high-performing organization addressing the affordable housing crisis across Marin, San Francisco, and San Mateo counties.

Partnering closely with the CEO and Board of Directors, this individual will develop and implement innovative strategies to ensure HGSF can double its impact, enabling the organization to meet its ambitious goals in the present and the future.

**Responsibilities:**

- Bring a \$100 million comprehensive campaign, with \$78.5 million secured, to completion by 2027.
- Develop and implement strategies that enhance donor acquisition, engagement, and retention.
- Manage a personal portfolio of high-capacity donors, securing major gifts from individuals, foundations, and corporations.
- Expand funding pathways for HGSF's transformative housing programs.
- Inspire and mentor the Fund Development and Communications teams to achieve operational excellence.
- Serve as a key member of the Executive Leadership Team, contributing to HGSF's long-term strategic vision and advancing cross-functional goals.

**Qualifications:**

- Extensive experience in major gifts fundraising, with a proven track record of securing six- and seven-figure gifts.
- Strong leadership and relationship-building skills, with the ability to engage high-net-worth donors and community partners.
- Deep commitment to Habitat for Humanity's mission and an understanding of the Bay Area's philanthropic landscape.

This role offers a competitive salary range of \$230,000–\$250,000, with the chance to make a profound impact on families and communities.

### **About HGSF**

Habitat for Humanity Greater San Francisco addresses the affordable housing crisis in Marin, San Francisco, and San Mateo counties by partnering with families to build and repair homes. An Affiliate of Distinction within the Habitat for Humanity network, HGSF has been a leader in fostering equity and sustainability for 35 years. With a bold vision to build 300 new affordable homes over the next decade, HGSF is poised for transformative impact.

To learn more, apply, or nominate a candidate, please visit:

<https://lindauerglobal.co/HGSF-CDO>