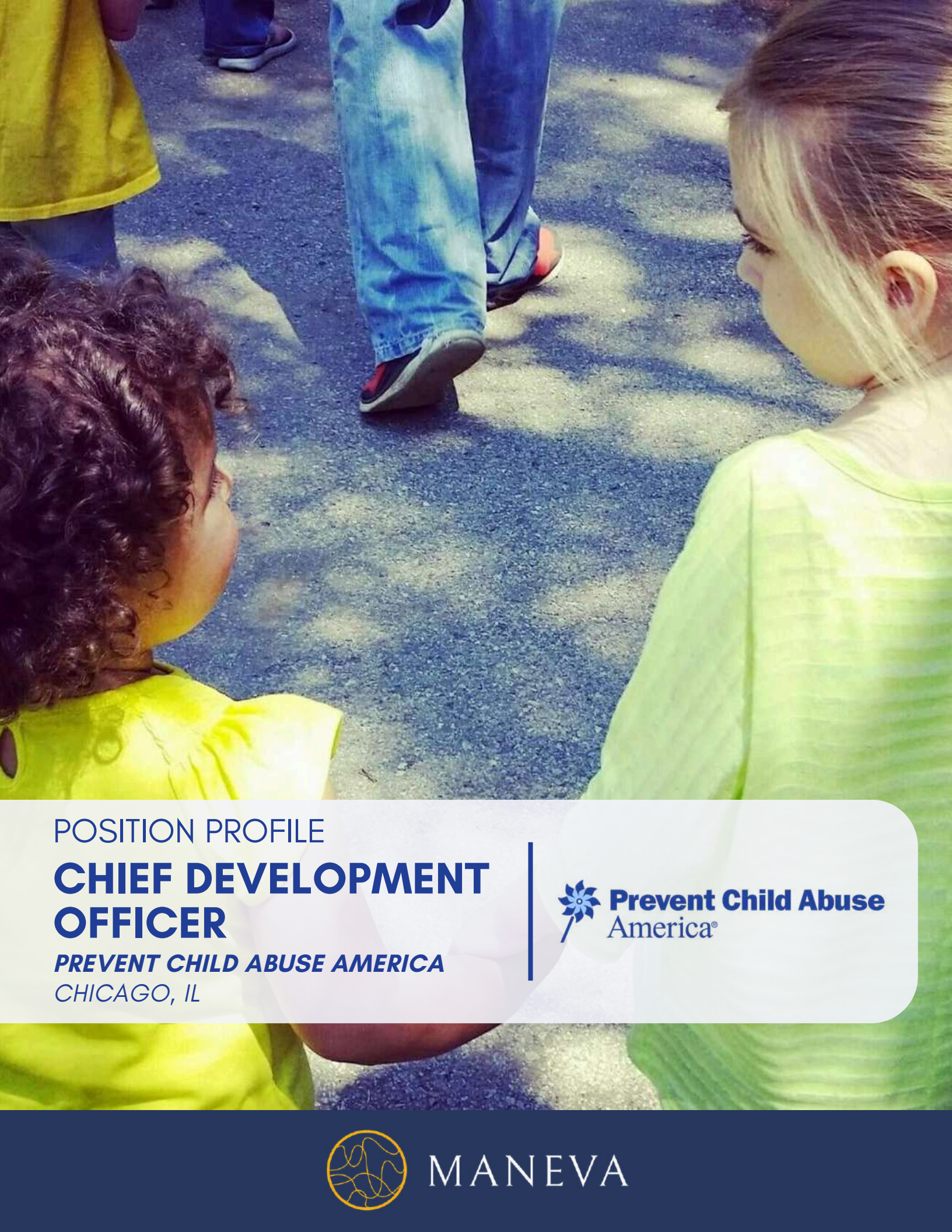




POSITION PROFILE

CHIEF DEVELOPMENT OFFICER

PREVENT CHILD ABUSE AMERICA
CHICAGO, IL



**Prevent Child Abuse
America®**



MANEVA

ORGANIZATION OVERVIEW:

Prevent Child Abuse America (PCA America) is the nation's oldest and largest nonprofit organization dedicated to preventing child abuse and neglect before it happens. For more than 50 years, PCA America has worked to create a world where all children and families are living a purposeful and happy life with hope for the future. Through research-informed programs, partnerships, advocacy, and public awareness, PCA America works to strengthen families and communities and create the conditions in which children can thrive.

PCA America advances primary prevention through a nationwide network of state chapters and nearly 600 Healthy Families America home visiting sites, while also leading research, public policy, and public awareness efforts at the national level. Its work brings together science, practice, policy, and community-based services to address the conditions that contribute to child abuse and neglect and promote safe, stable, and nurturing environments for children and families.

With a national network and a growing body of research, programs, and partnerships, PCA America is positioned to expand its reach and deepen its impact. The organization is increasingly focused on how it can serve as a shared resource for its network, strengthen its national voice, and build the philanthropic resources necessary to support the next phase of its growth.

For more information about PCA America, please visit: preventchildabuse.org



CHIEF DEVELOPMENT OFFICER:

The Chief Development Officer (CDO) joins PCA America at an important moment of growth and organizational evolution. With a strong infrastructure, an established national network, and a development program generating approximately \$5 million annually, PCA America has an opportunity to build a more intentional, diversified, and ambitious philanthropic strategy, positioning the organization for larger, catalytic, and transformational investments in its long-term vision.

Reporting directly to **Dr. Melissa Merrick**, the CDO will serve as a key member of the executive leadership team and a strategic partner to the CEO, Board, and senior leaders. The CDO will lead PCA America's fundraising strategy and development team, with a focus on expanding major and principal gifts, strengthening foundation and corporate relationships, growing individual giving, and building a stronger culture of philanthropy.

This is a strategic and highly relationship-oriented role. The CDO will personally cultivate and solicit donors, manage key relationships, engage Board members as ambassadors and fundraisers, and translate PCA America's research, policy, and programmatic work into a compelling case for support. This leader will help sharpen how PCA America communicates its impact and build relationships with funders capable of making significant, multi-year investments.

As PCA America continues to evolve its role as a national organization, the CDO will also help shape how philanthropy can support and amplify the impact of its broader network.



KEY RESPONSIBILITIES:

- Serve as PCA America's senior fundraising leader and strategic partner to the CEO, executive leadership team, and Board, translating organizational priorities into a focused, multi-year development strategy that diversifies revenue and supports long-term sustainability.
- Lead a robust major and principal gifts program, personally cultivating, soliciting, and stewarding high-capacity donors with a focus on transformational and multi-year commitments.
- Grow national philanthropic and institutional partnerships, cultivating foundations, philanthropic collaboratives, and other partners capable of supporting PCA America's research, prevention, policy, and network priorities at scale.
- Develop a more intentional corporate philanthropy strategy, creating relationships with companies and corporate foundations around sponsorships, matching opportunities, strategic partnerships, and philanthropic investment.
- Deepen Board engagement in fundraising, establishing clear expectations and equipping members to serve effectively as ambassadors, connectors, and donors.
- Shape a compelling philanthropic narrative that translates PCA America's research, policy, programs, and national reach into a clear case for investment and scalable impact.
- Expand PCA America's philanthropic presence in Chicago, cultivating relationships with individual, foundation, corporate, and civic leaders while leveraging the organization's national reach and Chicago headquarters.
- Lead and develop the fundraising team, establishing clear priorities, accountability, and professional development to support an ambitious development strategy.
- Advance development operations and infrastructure, prospect research, portfolio management, forecasting, stewardship, donor reporting, and performance metrics, using data to guide strategy and measure progress.
- Build a culture and capacity for philanthropy across PCA America and its national network, equipping staff, leaders, state chapters, and affiliates with the resources, tools, expertise, and relationships that can support fundraising and expand collective impact.

LEADERSHIP COMPETENCIES & PERSONAL CHARACTERISTICS:

Strategic Fundraising Leadership

The CDO will bring a strategic and disciplined approach to fundraising, with the ability to look beyond immediate revenue opportunities and build a focused, multi-year development strategy. This leader will understand how to use data to prioritize prospects, allocate resources, diversify revenue, and build the infrastructure necessary for sustained growth. They will bring a track record of securing significant philanthropic investments and the confidence to pursue larger and more ambitious opportunities.

Major Gifts & Relationship Development

The successful candidate will be an accomplished relationship builder and fundraiser who is comfortable opening doors, developing new networks, and cultivating and soliciting major and transformational gifts. They will be equally attentive to prospect development and donor stewardship, understanding that meaningful relationships are built over time. This leader will bring curiosity, warmth, persistence, and the confidence to make the ask while ensuring donors understand the opportunity and impact of their investment.

Executive, Board & Team Leadership

The CDO will be a trusted partner to the CEO and a skilled collaborator with the Board and executive leadership team. They will know how to prepare senior leaders for donor conversations, engage Board members effectively, and create clarity around roles and expectations. As a people leader, they will mentor and develop the development team, setting clear expectations while creating opportunities for growth and increased ownership. The CDO will bring an informed point of view, be comfortable engaging in professional disagreement, and help leadership make thoughtful decisions about where to focus fundraising energy and resources.



LEADERSHIP COMPETENCIES & PERSONAL CHARACTERISTICS:

Storytelling, Mission & Network Leadership

PCA America's work spans research, policy, programs, advocacy, and a national network, creating both tremendous opportunity and complexity in telling its story. The CDO will translate nuanced work into compelling, accessible messages for donors and partners and help the organization articulate the scale and value of its collective impact.

This leader will also be able to navigate the dynamics of a national or federated environment, whether through prior experience or the ability to quickly learn, building trusted relationships across the network and identifying opportunities for shared resources, capacity building, national partnerships, and philanthropic strategies.

Entrepreneurial Leadership & Execution

The successful candidate will bring a self-directed, can-do approach and the ability to turn ideas into action. They will be comfortable working in a growing organization where priorities continue to evolve and where the CDO will need to operate at both the strategic and executional levels. They will bring energy, organization, follow-through, and sound judgment, while remaining open to new ideas and willing to challenge existing approaches when a different path could create greater impact.



POSITION DETAILS:

This position is based in Chicago, Illinois, with a hybrid work model. The organization currently has core in-office days on Tuesdays and Wednesdays, with additional in-person engagement expected for donor, Board, networking, and organizational activities. The role will require periodic travel, approximately once per quarter, to meet with donors, Board members, partners, and colleagues.

The salary range for this position is expected to be approximately \$170,000 to \$200,000, commensurate with experience, with flexibility for the right candidate, and includes a competitive benefits package.

HOW TO APPLY:

To express your interest in this opportunity, please share this Profile or submit your resume and cover letter on Maneva Group's [website](#). All inquiries and discussions will be handled with the utmost confidentiality.

Candidate materials will be reviewed as they are received, and the search will remain open until the position is filled. We look forward to receiving your interest.

ABOUT MANEVA GROUP:

Maneva Group is a leading woman- and minority-owned executive search firm dedicated to connecting exceptional talent with organizations committed to making a meaningful impact. Through a consultative and client-focused approach, Maneva Group partners with mission-driven organizations to build transformative leadership teams.



Our name, Maneva, comes from the combination of two Sanskrit words: "**Mānav**" meaning mankind & "**Sevā**" meaning service. We are driven by the ideal of our name – service to humanity.