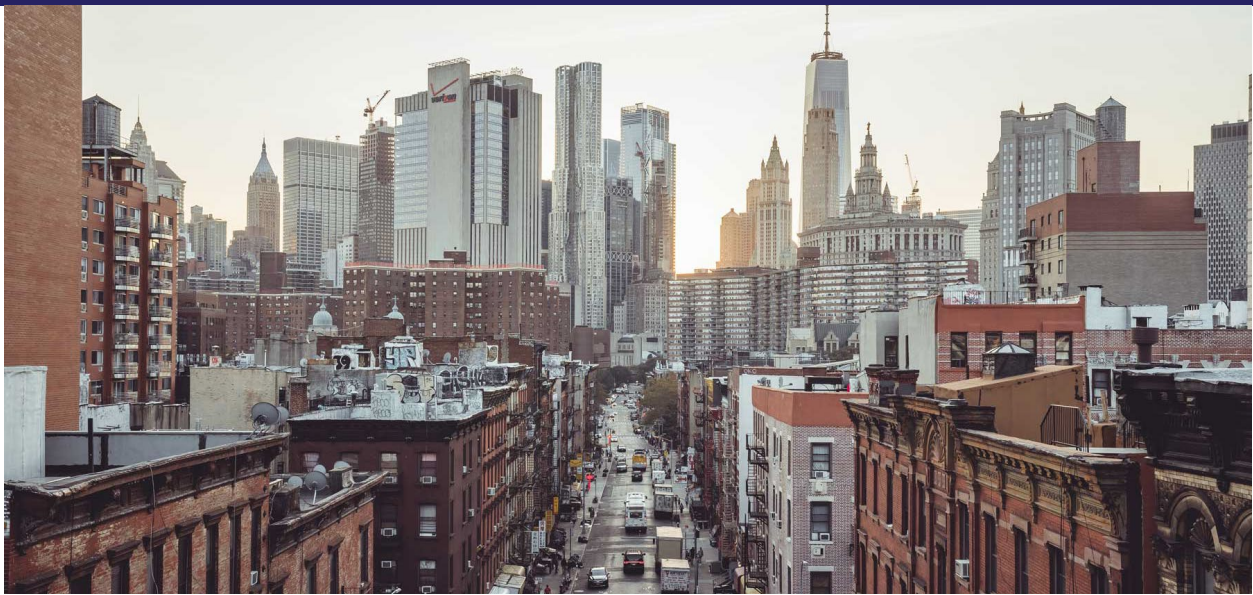




www.cssny.org
New York, NY
Hybrid Employment

DIRECTOR OF PHILANTHROPIC PARTNERSHIPS

ABOUT THE OPPORTUNITY



The Community Service Society of New York (CSS) has worked with and for New Yorkers since 1843 to promote economic opportunity and champion an equitable city and state. CSS powers change through a strategic combination of research, direct services, and advocacy to make New York more livable for people facing economic insecurity. By expanding access to health care, affordable housing, employment, debt assistance, and more, CSS makes a tangible difference in the lives of millions. Through rigorous research, frontline services, and bold policy advocacy, CSS transforms individual struggles into collective power for New Yorkers, turning everyday experiences into evidence that drives real reform.

CSS seeks a dynamic and entrepreneurial fundraising professional to serve as Director of Philanthropic Partnerships (Director). The successful candidate will understand that philanthropy is partnership, cultivating relationships with major and planned giving prospects with a shared vision for a more equitable New York. The Director will engage potential donors not just as funders, but as co-stakeholders in social change. The ideal candidate will steward major, principal, and planned giving commitments that fuel CSS's work for generations to come. The Director will serve as the architect of donor experiences that inspire, educate, and activate, using philanthropy as a driver of social change.

Community Service Society of New York has retained [Freeman Philanthropic Services, LLC](#) to assist with this critical recruitment.

ABOUT CSS

A strong New York is an equitable New York. Every New Yorker, across income levels, race and ethnicity, and background, shares similar goals. We all want economic well-being, the ability to exercise our rights, and to live with dignity.

The Community Service Society of New York (CSS) has worked with and for New Yorkers since 1843 to promote economic opportunity and champion an equitable city and state. Through a strategic combination of data-driven research, direct services, and people-driven advocacy, CSS ensures New Yorkers have the power to create change in their lives and the life of our city and state. CSS's programs, policy analysis, legal advocacy, and campaigns expand access to health care, safe and affordable housing, employment, opportunities for individuals with conviction histories, consumer debt assistance, and more—making a tangible difference in the lives of millions.

CSS works with a broad coalition of New Yorkers—from community members, activists, and volunteers to government officials, civic leaders, and grassroots organizations—to fight for what matters most, especially to those facing economic insecurity or racial injustice. CSS's collective victories, like stronger tenant protections, paid sick and family leave for working New Yorkers, and one of the strongest “ban the box” laws in the nation, pave the way for lasting change.

CSS won't stop until New York is a place where those most impacted by injustice have a fair chance to not only survive, but thrive.

To learn more about CSS's mission, vision, and impact, [visit CSS's website](#).

LEADERSHIP

Sherrie Streit Ager, Vice President of Development

Sherrie Streit Ager is Vice President of Development at the Community Service Society of New York. Sherrie is an accomplished fundraising executive, strategist, and team leader with nearly two decades of experience driving multimillion-dollar philanthropic initiatives across global nonprofits, including education, international policy and development, conflict resolution, and social advocacy sectors. Known for securing transformative gifts, building high-performing teams, and scaling organizational impact, she brings deep expertise in major gifts and private philanthropy.

Sherrie has held leadership roles at iconic organizations including UNICEF USA, where she managed the New York regional market and later expanded fundraising nationally into new and emerging markets. She also served as Chief Development Officer at StreetWise Partners, leading the organization's major and principal giving strategy; and held senior development role at the International Crisis Group and served as Chief Development Officer at Independent Diplomat. Earlier in her career, Sherrie held fundraising leadership roles at two independent schools in Manhattan and worked as an executive fundraising consultant with CCS Fundraising, where she managed major philanthropic initiatives and played a key role in the Archdiocese of Philadelphia's \$200 million capital campaign.

Before transitioning into fundraising, Sherrie worked as a reporter and producer in the media sector, covering international business, economics, and global politics.

She holds a Master of Arts in International Public Policy from Columbia University's School of International and Public Affairs and a Bachelor of Arts in English Literature and Political Science from The George Washington University.

REPORTING AND IMPORTANT RELATIONSHIPS

The Director will report to the Vice President of Development, Sherrie Streit Ager. The successful candidate will collaborate with CSS staff, leadership, and board members to cultivate and solicit donors. In addition, the candidate will serve as a collaborative partner to the Director of Individual Giving and Director of Institutional Giving.

KEY RESPONSIBILITIES

Build Transformational Relationships

- Lead the design and execution of a comprehensive major and planned giving strategy, developing long-range strategies to increase donor participation, deepen affinity, and expand the pipeline of prospects.
- Develop and carry a portfolio of major and planned giving prospects, including identification, cultivation, solicitation, and stewardship.
- Use data-driven analysis to identify trends, assess performance, and inform innovative strategies for major and planned giving outreach.
- Conduct strategic outreach, cultivation, and solicitation that moves donors through the giving pipeline with authenticity and purpose
- Design personalized stewardship experiences that build relationships and deepen commitment.

Drive Strategic Growth

- Develop and execute comprehensive major and planned giving strategies aligned with organizational priorities and fundraising goals.
- Steward and deepen relationships with existing donors while systematically identifying and targeting new prospects.
- Conduct sophisticated prospect research to identify and qualify potential major gifts donors.
- Partner with the Vice President of Development and Director of Individual Giving and Events to build robust donor pipelines.
- Create compelling communications—from acknowledgment letters to campaign materials—that tell CSS's story with power and precision.

Support Organizational Leadership

- Partner with the CEO, Vice President of Development, Board Trustees, and Honorary Life Trustees on high-level donor engagement and follow-up needs.
- Provide strategic counsel and follow-up support for leadership-driven fundraising initiatives.
- Serve as the subject matter expert on planned giving vehicles including bequests, charitable trusts, IRA rollovers, and complex asset donations.

Execute with Excellence

- Oversee all major and planned giving operations in Salesforce, ensuring impeccable data integrity, donor tracking, and reporting.
- Support CSS's digital strategy including website content, social media, and email and direct mail campaigns.

- Manage the stewardship process and development calendar with precision, ensuring no engagement opportunity is missed.
- Identify and research opportunities for cultivation events, donor briefings, campaigns, and similar special meetings to cultivate and solicit major gifts prospects.
- Plan and execute major and planned giving donor cultivation and fundraising events.
- Support event execution for larger CSS benefits and appreciation events in partnership with the Vice President of Communications and Director of Individual Giving and Events.
- Develop constructive and effective relationships within the development team and across all departments within the organization and contribute to the overall positive working environment.

IDEAL QUALITIES

- Passion and proven commitment to CSS's mission, vision, and programs.
- Proven ability to close six- and seven-figure major, planned, and blended gifts from a variety of constituencies, resulting in increased growth.
- Demonstrated knowledge of planned giving vehicles including IRAs, trusts, bequests, stock gifts, real estate donations, and annuities.
- Proven knowledge of the principles and practices of major gifts fundraising.
- Demonstrated track record of personal identification, cultivation, solicitation, and stewardship experience with the ability to bring creative and effective strategies to the major gifts process.
- Strong analytical skills and experience using data to inform fundraising strategy and portfolio management.
- Excellent communication (writing, proofreading, speaking, presentation, and listening) skills and keen attention to detail, with the ability to effectively communicate with all levels of the organization, as well as external constituencies, to inspire and compel giving.
- Track record of building and managing donor portfolios with measurable results.
- Experience working effectively with board members, key stakeholders and organizational leadership in high profile environments.
- Proven ability to create and manage fundraising events.
- Key understanding of donor management, benefit fulfillment, and best practices in moves management.
- Event planning and execution experience that creates memorable donor experiences.
- Strategic thinking paired with meticulous execution.
- Relationship-building mastery grounded in authenticity and active listening.

- Project management excellence with the ability to juggle multiple priorities seamlessly.
- Technical proficiency in Salesforce, DonorSearch, Instrumentl, Active Campaign, and Microsoft Office Suite and other CRM software, and project management platforms.
- Research acumen for identifying and qualifying prospects.
- Ability to travel to meet with donors, funders, attend conferences or convenings.
- Bachelor's degree required.

DIVERSITY

CSS is an Equal Employment Opportunity/Affirmative Action employer. CSS does not discriminate on the basis of race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, disability, genetic information, military status, or any other characteristic protected by applicable federal, state, or local law. CSS complies with all applicable federal, state, and local laws governing employment, recruitment, and hiring.

COMPENSATION AND BENEFITS

The compensation and benefits package will be competitive and commensurate with the selected candidate's background and experience. The compensation range for the position is \$135,000 to \$145,000. CSS offers a comprehensive employee benefits package including health, dental, and vision coverage, life, AD&D, and long-term disability insurance, annual performance-based bonus, 403b retirement savings plan, defined benefit retirement plan, flexible spending accounts, commuter benefits plan, EAP, and more in addition to paid holidays, vacation, sick, and personal days.

The Director will work in a hybrid work environment, working in office at least two days per week.

CONFIDENTIAL INQUIRIES AND HOW TO APPLY

Community Service Society of New York has retained Freeman Philanthropic Services, LLC to assist on this recruitment. FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions.

Please send all inquiries, applications, and nominations directly to FPS via email at CSSNY@gfreesman.com.

All applications must include an up-to-date resume. Additional materials and information will be requested during the search and interview process.