



Director of Alumni and Reunion Giving

Thacher School
Ojai, California

Founded in 1889 by Sherman Day Thacher, The Thacher School serves academically talented students from 24 states and nine countries in a rigorous college preparatory experience. Fifty-five percent of students identify as people of color. The faculty and students live and work closely together on a 427-acre campus nestled in the foothills of the Los Padres National Forest in Ojai, California (85-miles north of Los Angeles). Honor, fairness, kindness, and truth are the cornerstones of school life. Together, the school community commits to the belief that demands in the academic classroom, when combined with those of mountains and horses, of sports and the arts, produce independent minds, strong bodies, and powerful character. The School enrolls 260 students, has an operating budget of \$29 million, and an endowment of \$180 million.



Thacher's track record of fundraising is exceedingly impressive. In June 2021, Thacher finished the \$190 million "Next Peak" Capital Campaign to enhance the endowment, create a new Dining Hall, and the new GATES Center. The annual giving and events programs are very strong—49% percent of alumni and 90% of parents supported the school last year. Thacher is among the most supported schools in the nation, raising \$5.5 million for the Annual Fund and \$15 million in major gifts in this school year.

Director of Alumni and Reunion Giving

Reporting to the Director of Annual Giving, the Director of Alumni and Reunion Giving is responsible for leading strategy and execution for all alumni giving initiatives, including the Reunion Giving Program. This role works in close collaboration with the Director of Annual Giving and the Associate Director of Alumni Giving to inspire support, build meaningful relationships with alumni, and grow a culture of generosity across decades of Thacher graduates.

This role includes approximately 30% travel, both locally and nationally.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

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Key Responsibilities:

Reunion Giving Leadership

- Lead the Reunion Giving program, including campaign strategy, goal setting, timelines, and reporting.
- Identify, cultivate, and solicit lead donors from each reunion class.
- Recruit and support volunteer class agents to drive participation and enthusiasm.
- Collaborate with the Alumni Relations team on comprehensive reunion strategy and programming.

Team Collaboration

- Serve as mentor and thought partner to the Associate Director of Alumni Giving.
- Work closely with the Annual Giving team to align on participation campaigns and overall fundraising goals.
- Partner with Alumni Relations on class rep engagement and 50th reunion planning.
- Coordinate with major gifts officers on shared donor strategy and stewardship.

Portfolio Fundraising

- Manage a personal portfolio of 100–125 alumni and reunion prospects.
- Conduct 120+ donor meetings annually with an emphasis on cultivation, solicitation, and stewardship.
- Draft proposals, contact reports, and personalized donor communications in partnership with the Director of Institutional Advancement.
- Set and track clear goals with defined timelines and measurable outcomes.

Experience and Skills:

- A deep belief in—and ability to articulate—the mission and values of The Thacher School, including a demonstrated commitment to equity, inclusion, and belonging.
- Proven track record of cultivating relationships and securing philanthropic support.
- Outstanding communication skills—oral, written, and interpersonal.



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- Bachelor's degree preferred.
- Experience managing projects and priorities in a fast-paced, collaborative environment.
- Cultural fluency and a respectful, inclusive approach to engaging a wide range of constituents.
- Comfort and skill in holding space for complex and nuanced conversations.
- Familiarity with Raiser's Edge or a comparable CRM system.
- High standards of discretion, accountability, and integrity.
- Availability and enthusiasm for travel.

Salary Range:

Salary Range is \$105,000-\$125,000. Final salary is based on experience relevant to the role and internal equity. The Alumni and Development Offices offers a hybrid, flexible work environment. Thacher offers a competitive total rewards package, which includes a 403(b) match, healthcare coverage, and a broad range of other benefits including full tuition remission for eligible dependents, use of campus facilities and generous professional development support. Housing is not included in this role.



Interested Persons Contact:

Jonathan K. Ball
Managing Associate
Carney, Sandoe & Associates
617-933-3450 (dir)
jball@carneysandoe.com

All inquiries and nominations are kept confidential.

Thacher School does not discriminate on the basis of age, gender, religion, race, color, sexual orientation, gender identity, genetic information, disability, or national or ancestral origin in the administration of its educational policies, scholarship and loan programs, athletic and other School-administered programs, or in the administration of its hiring and employment practices. The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.



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