

Association of Fund Raising Professionals

What Senior Leaders Look for

December 8, 2011

- Individual Contributor - Grant Writer, Annual Giving Specialist
- Manager/Director – Director of Development, Foundation VP
- Senior Manager – Corporate VP, Foundation President



- Team Player

Individual Contributor

- Team Player
- Share Constructive Ideas

Individual Contributor

- Team Player
- Share Constructive Ideas
- Volunteer to take on Assignments

Individual Contributor

- Team Player
- Share Constructive Ideas
- Volunteer to take on Assignments
- Be Positive

Individual Contributor

- No Longer Smartest Person in the Room

Manager/Director

- No Longer Smartest Person in the Room
- Share the Glory

Manager/Director

- No Longer Smartest Person in the Room
- Share the Glory
- Identify Up

Manager/Director

- No Longer Smartest Person in the Room
- Share the Glory
- Identify Up
- Identify Problems and Solutions

Manager/Director

- Ambiguity

Senior Manager

- Ambiguity
- Be About Tomorrow

Senior Manager

- Ambiguity
- Be About Tomorrow
- Intimacy with the Mission

Senior Manager

- Ambiguity
- Be About Tomorrow
- Intimacy with the Mission
- Be a Part of the Senior Team Not Just Present

Senior Manager

Discussion