



Service Unit Development Lead

Volunteer Position Description

TITLE:	Service Unit Development Lead
COORDINATES WITH:	Service Unit Operations Lead and Operations Team
ESTIMATED HOURS:	Monthly - 6
TERM MINIMUM:	1 membership year (October 1-September 30)
TERM LIMIT:	Flexible (renewed annually)

POSITION SUMMARY

The Service Unit Development Lead assists the SU in promoting and participating in coordinated, SU fundraising efforts and provides guidance to Troop volunteers regarding Troop-sponsored money-earning activities and fundraising not associated with the Girl Scout Cookie or Fall Product programs.

SU DEVELOPMENT LEAD – DUTIES AND RESPONSIBILITIES

- Be a resource and provide guidance for troop-sponsored money earning activities, other than Girl Scout Cookie or Fall Product Programs.
- Encourage Troops and advocate for the submission of money-earning activity and fundraising applications and the In-Kind/Monetary Submissions form within the SU.
- Coordinate and promote Service Unit money earning activities and fund solicitation.
- Submit money-earning activity and fundraising applications for all SU fundraising.
- Secure volunteer and girl representation as needed for council donor meetings and events.

ALL MEMBERS – DUTIES AND RESPONSIBILITIES

- Be a registered and background checked member of Girl Scouts of the USA aged 18 or older who lives the values of the Girl Scout Promise & Law.
- Attend Service Unit meetings and assist in developing the Plan of Success for the Service Unit.
- Adhere to all current policies, standards, and procedures for Girl Scouts of the USA and Girl Scouts of Wisconsin – Badgerland Council, Inc.
- Complete all position-related training provided by Badgerland and Service Unit.
- Maintain regular communication with the Service Unit Leadership Team.
- Act as a liaison between Badgerland and the SU, openly communicating with Badgerland about successes, challenges, trends, and progress toward SU goals.
- Promote and portray Girl Scouts in a positive manner to the public, volunteers, girls, and families.
- Actively support Badgerland’s Strategic Focus within the Service Unit.

INDIVIDUAL CORE COMPETENCIES

- **Innovative Solution Seeker:** Creatively and critically explore opportunities and challenges with an eye to solutions and forward-moving actions.
- **Emotionally Intelligent:** Personal awareness, self-control, and appropriate emotional expression; ability to build and steward interpersonal relationships judiciously and empathetically.
- **Gumption & Drive:** Through initiative and resourcefulness, set and reach ambitious goals; results-driven and self-motivated.
- **Diversity & Equity Advocate:** Passionate about creating and supporting diverse, equitable, and inclusive spaces in the Girl Scout community. Strong intercultural communication skills; value diverse thoughts and perspectives and the positive outcomes when all voices are heard.
- **Collaborative & Open to Learn:** Work effectively in teams to move the mission forward; respond positively to constructive feedback and seek learning and growing opportunities.

BADGERLAND STRATEGIC FOCUS

- Build an organization that reaches its goals and grows a membership that fully reflects our population.
- Increase new members (volunteers, girls, donors) with a focus on K-3, 5-6, and 8-9 grade levels and foster partnerships that support our growth.
- Grow retention across all segments with high quality leader support and sought-after programming experiences for girls.
- Demonstrate brand promise as the relevant, powerful, amazing organization that lifts girls and women for a lifetime of success.
- Delight our members understanding that they include troop co-leaders, girls, parents, donors, volunteers, and partners.
- Thoughtfully create systems and utilize accountability measures that ensure commitment to our strategic focus and long-term viability.