



### **Vice President, Development:**

Do you believe that all of our neighbors deserve to live in a safe and healthy community? Rebuilding Together is a national housing and community revitalization nonprofit in need of a dynamic Vice President of Development with a drive to strengthen, grow and diversify national fundraising efforts.

The Vice President, Development reports to the President & CEO and manages a team of nine fundraisers comprised of the corporate stewardship team, new business team (corporate, foundation and government) and individual giving team. Successful candidates will have demonstrated experience not only managing a growing regional or national fundraising team, but also managing their own portfolio of prospects with key experience in cause-marketing, corporate social responsibility and major donors. Passion for our mission, creativity and bold, critical thinking are a must.

### **Essential duties and responsibilities:**

- Manage and implement a national fundraising strategy with specific goals and objectives of \$15 million with a minimum of 10% annual growth
- Develop unique and innovative fundraising strategies across revenue streams in support of both the national office and collaborative fundraising with the affiliate network
- Establish strong working relationships with the senior management team representing executive, marketing, programs, finance and affiliate services to ensure the fundraising strategy supports national and network wide strategic growth
- Manage a team of nine with four direct reports: Director of Corporate Stewardship, Senior Director of Corporate and Foundation Engagement, Senior Manager of Individual Giving and the Development & Executive Associate
- Support the corporate stewardship team through creating a culture of collaboration on strengthening partnerships and acting as a point of contact for senior leadership in corporate partners
- Support the new business team by identifying, soliciting and maintaining a personal portfolio of six and seven figure gifts in partnership with the Senior Director and President & CEO
- Support the President & CEO and individual giving team in identifying and soliciting major donor prospects and providing innovative individual giving fundraising practices
- Support the President & CEO in management of national board of directors, board development committee and all board fundraising efforts
- Manage the Executive and Development Associate in creating streamlined processes and procedures to ensure an effective development department
- Partner with the Vice President, Marketing and Communications to implement a national cause marketing campaign for Rebuilding Together's national office and affiliate network.

Create innovative solutions to grow and scale the cause marketing campaign increasing organizational profile and revenue

- Provide direct fundraising training and support for national office development team
- Create a culture of philanthropy through providing fundraising training and support for national affiliate network including staff and board development
- Act as a thought leader on national fundraising efforts and stay on top of national funding trends and strategies across all revenue streams and implement in national partnership strategies
- Act as a spokesperson for the national office at external stakeholder events to include conferences, panels, fundraising events etc.

**Qualifications and Experience:**

- Demonstrated experience of setting a strategy and vision, with the ability to create the work plan to accomplish both team and organizational goals in a metrics-based environment
- 10-plus years of nonprofit development experience, including a minimum of three years managing a high-performing team, while also securing funds directly
- Strong record of increasing year-over-year revenue
- Previous experience working with corporate partners, ideally in a cause-marketing culture preferred but not required
- Tangible experience of having expanded and cultivated existing donor relationships over time
- High energy and passion for Rebuilding Together's mission is essential
- A professional and resourceful style for both internal and external stakeholders
- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority within and outside of the organization
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising efforts
- Ability to create a culture of leadership and mentorship for a team of diverse individuals
- Management of revenue, department and organizational budgets
- Proficiency with business writing, strong presentation skills and a command of fundraising and other presentation and program management software is essential, including Salesforce and the Microsoft Office Suite (Word, Excel, and PowerPoint)
- Strong verbal and written communication skills. Demonstrable skill in proposal writing, donor communications, and prospect research.
- Demonstrated analytical skills to design, manage, and track complex fundraising campaigns and programs
- Experience working with a chapter based or affiliated organization preferred but not required
- Bachelor's Degree required
- Ability to travel (up to 40%)

**Application:** Submit resume, cover letter and salary requirements to [atru@rebuildingtogether.org](mailto:atru@rebuildingtogether.org)