

Position Title: Senior Vice President of Resource Development	
Reports to: Chief Operating Officer	
Salary Range: \$75,000 to \$90,000 based on experience	
Location: Colorado Springs, CO	Division: Resource Development
Classification: Exempt	Supervises: Resource Development Staff

PIKES PEAK UNITED WAY MISSION STATEMENT: To enhance youth success and family stability in the Pikes Peak Region by leading and lifting the most vulnerable in our community with mentorship, life resources and real job opportunities. Our signature programs and partner agencies intently focus on connecting youth and their families to resources at the beginning of their life journey to ensure access to fundamental needs of food, shelter and learning resources for all. #strongertogether

JOB SUMMARY: The Senior Vice President (SVP) of Resource Development is responsible for the creation of a shared vision that includes the strategic direction, development, organization, promotion, implementation, expansion and assessment of all philanthropic avenues to increase revenue and financial support. Manages all aspects of the agency’s fundraising plans, including corporate partners, digital fundraising, corporate engagement, work-place giving, major gifts, annual giving, corporate and foundation relations, planned giving and affinity groups. The SVP shares responsibility and works as a partner with the CEO in stewarding key philanthropic relationships. The SVP works in close collaboration with the Executive team and members of the Marketing and Community Impact teams to achieve the fundraising goals of the organization.

JOB RESPONSIBILITIES & DUTIES

STRATEGIC/EXECUTIVE:

1. Develop and implement a comprehensive, sustainable fundraising business plan with the principal goal of generating new revenue.
2. Lead and support the organization including all facets of individual, foundation and corporate support and planned giving.
3. Develops and sustains relationships across the organization to ensure the department is aligned with the overall strategic plan.
4. Collaborates with the Marketing department to develop effective donor communication strategies.
5. Anticipates changes in the fund-raising environment to take advantage of opportunities and mitigate the impact of unfavorable trends.
6. Meets or exceeds all quarterly and annual revenue objectives.

DEPARTMENTAL

1. Build highly successful Resource Development team along objectives and structure to ensure revenue, performance goals and results are achieved.
2. Set team, corporate and personal goals in support of overall Pikes Peak United Way (PPUW) vision and community goals.
3. Provide ongoing leadership and support to Resource Development team.
4. Ensure Resource Development team has leadership and staff skills, tools, resources and training to be successful.
5. Develop, monitor and manage Resource Development departmental expense budgets.
6. Develop and monitor PPUW revenue goals and budgets with key managers to meet and/or exceed organizational and community goals and needs.
7. Responsible for data gathering, research and analysis for goal setting and projections.
8. Prepares sales reports and other reports as assigned.
9. Conduct professional business meetings and interactions.
10. Due to the leadership role PPUW is called upon in the community, particularly during times of crisis, it is the expectation that all PPUW staff will be fully engaged in the organization’s crisis plan and response efforts.
11. Represents PPUW in the community as needed including nights and weekends.
12. Proficiency with Microsoft Office and data bases; experience with fundraising databases a must.

JOB QUALIFICATIONS REQUIRED:

1. Bachelor's degree required and a minimum of ten years related experience with a heavy emphasis on major gifts, planned giving and capital campaigns.
2. Five years of direct executive level experience managing a development department fostering effective working relationships across different functional areas.
3. Work experience in a fundraising environment and a comprehensive knowledge of the science of fundraising.
4. Experience working with volunteers and knowledge of United Way operations.
5. Excellent strategic thinking and problem solving skills, with attention to detail and follow through.
6. Achievement orientated; shows initiative and enthusiasm while demonstrating uncompromising responsibility, courage and self-confidence, even in the face of difficulties.
7. Goals and results driven, must have excellent relationship and communication skills both oral and written.
8. Proven track record of raising significant dollars.

COMPETENCIES: To perform the job successfully, an individual should demonstrate the following competencies to perform the essential functions of this position and achieve high performance.

1. **Leadership:** Visionary leader who can develop goals and strategies and productively leverage partnerships for community engagement and contributions.
2. **Entrepreneurial:** A creative, critical thinker and self-motivated.
3. **Interpersonal Skill:** Excellent influencing skills, strong manager, coach and team builder.
4. **Communications:** Excellent written and verbal communicator.
5. **Enthusiasm:** High energy individual with an infectious 'can-do' attitude and an obvious sense of urgency; passionate about citizen mobilization and community change.
6. **Mission Focused:** The ability to create real social change that leads to better lives and healthier communities.
7. **Relationship Oriented:** An understanding that people come before process and is astute in cultivating and managing relationships toward a common goal.
8. **Collaborator:** Understands the role and contribution of all sectors of the community and can mobilize resources through meaningful engagement.
9. **Results Driven:** Dedicated to shared and measurable goals for the common good, creating, resourcing, scaling and leveraging strategies and innovations.
10. **Brand Steward:** A steward of the brand and understands his/her role in growing and protecting the reputation and results of the greater network.

This posting is not intended to be an exhaustive list of all duties, responsibilities or qualifications associated with the position.

Pikes Peak United Way is dedicated to the principles of equal employment opportunity. It is the policy of Pikes Peak United Way to staff positions with the best-qualified people regardless of age, race, sex, color, religion, national origin, disability, genetic information or any other applicable status protected by federal, state or local law.

Please submit cover letter and resumes to miriam@ppunitedway.org.