



Position Announcement

Vice President of Philanthropy Greater Worcester Community Foundation Worcester, MA

The Greater Worcester Community Foundation seeks a strategic and creative development professional to serve as Vice President of Philanthropy

About Greater Worcester Community Foundation

Greater Worcester Community Foundation (GWCF) is central Massachusetts' leading community foundation dedicated to improving the quality of life in the region by connecting donors to high impact nonprofits and community initiatives. The Foundation employs its expertise and resources to address the region's most urgent needs that include early education, health and behavioral health, racial equity, arts and culture, nonprofit effectiveness, and fostering an inclusive community for diverse populations. The GWCF is committed to building a creative and dynamic workplace.

The Opportunity

GWCF is seeking a highly strategic and creative development professional to serve as Vice President of Philanthropy. Following up on its COVID19 effort, *Worcester Together*, the Foundation has an opportunity to elevate its brand and fundraising program, which the Vice President will lead and oversee. The Vice President will report directly to the President/CEO and, when appropriate, will stand in for her for events, public speaking engagements and more. The Vice President will be a member of the senior leadership team responsible for asset building, donor services and marketing/communications. The VP will supervise a small department and work closely with the board and the senior leadership team to develop and execute a comprehensive strategic development plan to advance the Foundation. The ideal candidate will be a rainmaker for the organization and will have a demonstrated track record of working with philanthropists and closing principal, and major gifts. The Vice President may also work with outside counsel in the areas of development and communications. This is a unique opportunity to shape the department and advance best practice while implementing systems to measure progress and impact.

Responsibilities

- Develop and implement a strategic fundraising plan and provide direction and goals for development
- Oversee the development and implementation of all fundraising and endowment building activities including major gifts, planned giving, annual fund, donor cultivation and stewardship and special events

- Identify, cultivate and solicit both current and potential donors for the purpose of securing outright and deferred gifts to the Foundation
- Manage a portfolio of major gift donors and prospects
- Responsible for strengthening current donor relationships with innovative and creative stewardship of fund holders through meetings, donor recognition events, educational programs and other recognition and engagement opportunities
- Work with the staff to develop marketing activities to increase the visibility of the Foundation and build brand value; provide leadership to achieve these goals
- Develop a communications program to keep donors and prospects engaged based on their areas of interest about the Foundation's work
- Explore how local businesses can promote philanthropy in their own companies by creating funds at the Foundation
- Collaborate with Foundation board members to maximize their own philanthropy and to participate in stewarding and securing additional gifts to the Foundation
- Personally manage and participate in all solicitations of high-rated prospects
- Maintain a portfolio of major gift prospects for direct cultivation and solicitation
- Build relationships with community leaders in private, non-profit and public sectors
- Prepare and deliver presentations to potential donors and their advisors on the benefits of partnering with the Foundation, and the implications of various options to create a fund
- Assist individuals/families in establishing philanthropic estate plans
- Serve as the key staff liaison with the Foundation's Professional Advisor Network and work closely with volunteer leadership
- Review current systems and policies and make recommendations for needed upgrades and/or improvements

Qualifications and Skills

- Passion for GWCF and commitment to the mission
- Proven ability to build and sustain donor relationships, record of securing 6+-figure gifts
- Minimum 10 years' development leadership experience with a demonstrable track record of success in endowment fundraising; and cultivating, soliciting and closing major gifts
- Minimum 7+ years of fundraising experience, including individual giving, prospect management and pipeline development expertise
- Ability to think strategically with a depth of understanding of current and evolving trends and best practices in philanthropy
- Demonstrated experience working as part of a senior leadership team and strong staff management experience
- Success building and maintaining long-term relationships with major donors, foundations and corporations
- Excellent oral and written communication skills
- Success partnering with senior leadership and volunteer leadership
- Appreciation for and ability to work with multiple and diverse constituents
- Innovative and strategic, with creative instinct
- Bachelor's degree required; advanced degree preferred

The Greater Worcester Community Foundation welcomes a diverse pool of candidates for this position.

Applications and inquiries: Egmont Associates is leading this search on behalf of the Greater Worcester Community Foundation (www.greaterworcester.org). Please submit a cover letter and resume by email to Susan Barry at Egmont Associates: sbarry@egmontassociates.com