

Vice President of Philanthropy, DignityMoves

About the job

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ABOUT US: DignityMoves is a nonprofit real estate project developer founded by a group of concerned business leaders, determined to make an impact on the growing homelessness crisis. Using innovative solutions and disruptive thinking, DignityMoves builds interim housing communities using state-of-the-art prefabricated modular construction and partners with leading services agencies who will operate the sites and improve outcomes for the clients. The result is dignified interim supportive housing that can be built fast and cost effectively while our cities wait for more permanent supportive housing to be built. “Interim Supportive Housing” also differs from traditional “shelters” in a number of ways. Rather than a bunk bed in a group setting, everyone gets the dignity of their own private space—with a door that locks. Most importantly, exceptional services agencies provide the wrap-around support necessary to help clients make positive steps forward: connecting them with mental and behavioral healthcare, employment and housing specialists, and a myriad of other critical resources. We use our extensive business skills and resources to build partnerships with local city and county governments, real estate owners, private philanthropy, and other nonprofits to make each site come together and succeed. DignityMoves is initially focused on the West Coast, but our “playbook” for how to build rapidly deployed, cost-effective interim housing sites is open source. We intend to replicate this model widely, and also assist others in utilizing it in their own communities.

LOCATION: Must be based in California - Remote

JOB DESCRIPTION:

Reporting to the Chief Executive Officer, the Vice President of Philanthropy is responsible for leading and developing plans for a multi-phase capital campaign aimed at adding crucial, flexible capacity in the near-term and new, next-generation housing on a project-by-project basis in California and beyond. The success of our first two projects in San Francisco and Santa Barbara has sparked enormous interest from cities across California. We have several additional projects currently under construction or in planning, and many more in our pipeline. Going forward, we plan to expand into Los Angeles and other California cities, as well as Seattle, Portland and ultimately the broader United States.

The Vice President of Philanthropy will be integral to shaping strategies that advance capital and operating campaigns and connect the dots between DignityMoves strategies and the interests of donors, partners, and public stakeholders. The Vice President of Philanthropy will sustain contributed revenue and will focus their energies in FY22-23 toward radically increasing and securing six- and seven-figure gifts from individuals, corporations, and foundations. As a member of the senior leadership team, the Vice President of Philanthropy will be committed to DignityMoves’ mission and be a key leader in sharing and promoting the organization’s mission and its work with donors, volunteers, community members, staff, and clients. You will become part of an exciting, novel, and dynamic team implementing innovative housing solutions to address homelessness throughout California and beyond.

The Vice President of Philanthropy will be responsible for aggressively driving private revenue goals, corporate giving goals, and the full lifecycle of our growing portfolio of grants & contracts. The Vice President of Philanthropy will have a strong business sensibility and a dealmaker's ability to persuasively convey DignityMoves' expertise, outcomes, capacity to scale, and how private funding generates transformative, visible outcomes. The Vice President of Philanthropy will have the gravitas and grace to successfully interact with astute philanthropists, C-suite executives, leaders in the public sector and our engaged board of directors. The Vice President of Philanthropy will identify and cultivate new relationships with high-net-worth individuals, corporations, and private foundations, as well as steward current principal/capital donors and partners. In addition, the position oversees our major fundraising events in coordination with the Marketing team.

POSITION RESPONSIBILITIES:

- Develop and manage a multi-year, multi-million dollar fundraising plan with a current \$22m* budget that will continually enhance its programs in foundation and public grants, fundraising events, major gifts, corporate sponsorship, and volunteer leadership. *\$2m current operating budget projected to grow over \$5m in the next year 1-2 years and \$20m current project budget funded mainly through public funds and also projected to grow as we expand.
- Formulate strategies to promote effective donor and prospect engagement by understanding the needs of DignityMoves and its clients.
- Forge productive, transparent, and collaborative relationships with colleagues, volunteers, board members, and other stakeholders.
- Master and provide support for DignityMoves systems and processes, including efforts to cultivate and process principal and in-process gifts and requests.
- Establish a pipeline of new funding prospects, facilitate discussions with DignityMoves leadership to match donor interests, leverage program expertise for donor cultivation, and energize internal and external networks to place DignityMoves in front of influential decision makers.
- Develop cultivation, stewardship, and solicitation strategies for current DignityMoves funders with potential capacity for supporting increased on-going operating expenses and new capital initiatives.
- Evaluate gift opportunities, philanthropic vehicles, and areas for customized giving options for donors.
- Work directly with major and principal donors toward successful solicitations.
- Work with the CEO, COO, and the Board to plan and lead the overall fundraising program and strategies for DignityMoves. Partner with executive leadership, and the Board to help determine revenue goals and monitor revenues, help establish Development policies and long-range planning for Development and advance philanthropy by inspiring creative thinking for fundraising asks.
- Provide support to Board members, CEO, and other gift officers to ensure they have the tools, support, messaging, and confidence to interact with potential donors.
- Ensure timely and appropriate written communications and donor recognition.
- Coordinate and communicate with other departments for events, public relations opportunities, etc.

- Advocate for additional resources required to meet funding goals.

MINIMUM REQUIREMENTS

1. 5 years of experience in fundraising with experience in sales, business development, corporate social responsibility, private banking, wealth management, or philanthropy in a high-performing, data-driven, and results-oriented environment.
2. Experience raising funding in California; knowledge of the major foundations and corporate donors in California.
3. Bachelor's degree is required. Familiarity with AFP fundraising standards is preferred.
4. A track record of achievement and proven ability to innovate and manage towards ambitious goals.
5. Confidence in connecting with prospects and philanthropists in a variety of social and professional settings, an engaging ambassador who uses personal interaction as their primary tool, and comfortable aligning the case for support and creating opportunities for action.
6. Compelling, inspirational advocacy and communication. Creative storytelling that authentically conveys an organization's mission. Superior written, oral, facilitation, listening, and presentation skills.
7. Self-motivation, innovation, and ability to work with tactful independence within the context of a team environment and a network of relationships.
8. Comfortable working independently and on remote teams; agile with technologies and processes that enable effective collaboration in a distributed organization
9. Prior experience in leveraging technology and social media to generate friends and donors.
10. Excellent analytical capabilities, using data to inform workflow, enhance donor cultivation, and drive fundraising priorities. Familiarity with Hubspot is helpful.
11. Ability to interpret financial information and familiarity with various financial vehicles (e.g. stock, donor advised funds, and donations of property, etc.).
12. Exceptional organizational skills, follow-through, detail-orientation, and strong work ethic.
13. An exceptional level of emotional intelligence, a sense of humor, and the flexibility and sensitivity to work with diverse personalities and situations to meet people where they are.
14. A values-driven commitment to housing the most vulnerable in our communities, with the knowledge of regional homelessness issues and solutions being helpful.
15. Knowledge of the Bay Area, Santa Barbara, and Los Angeles philanthropic community is preferred.
16. Prior experience working with a sophisticated, engaged board is ideal.

COMPENSATION AND BENEFITS:

In addition to a competitive annual base salary and merit based bonus, this rewarding role also includes a benefits package which includes medical and dental, optional vision, Discretionary Paid Time Off (DPTO) for vacation and sick time, paid holidays, 401k, short- and long-term disability, and ultimately a job with a highly regarded, mission-driven organization and team who will inspire you daily! Salary range \$110,000 - \$140,000 based on experience.

DignityMoves is proud to be an equal opportunity employer. We are committed to creating and maintaining an inclusive, welcoming, and equitable environment for all. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, socioeconomic status, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.