



# United Way OF THE GREATER LEHIGH VALLEY

## United Way of the Greater Lehigh Valley Job Posting

Position: Vice President Resource Development

Status: Salary, Exempt, Full-time

Compensation Range (salary plus bonus): \$120k to \$150k annually

### **Position Description**

UWGLV's VP Resource Development is responsible for providing the strategic and day-to-day tactical leadership necessary for delivering all resource development goals and objectives. This role is responsible for growing and retaining donors with a focus on increasing revenues. These revenues are achieved through an annual campaign that includes major gifts, corporate giving and workplace campaign and includes grant revenue, EITC, planned giving, endowment and other innovative revenue streams. The position leads a team of fundraisers, donor experience specialists and other revenue generators.

Key accountabilities include:

- Develop and execute the strategies that deliver the resource development overall revenue goals, and other specific objectives and vision set by the CPO & Executive Team.
- Provide people leadership for the Resource Development team with approximately 15 staff members.
- Conduct direct solicitation from a portfolio of high-net-worth individual donors
- Manage high stakes relationships with individual donors and corporate accounts
  - Serves as the executive leader of the Tocqueville Cabinet
- Develop, and manage the execution of the full donor lifecycle from prospect identification through solicitation and stewardship
- Act as a philanthropic advisor on giving vehicles for the team and donors
- Support organization wide operational strategy as a member of the Executive Team.

### **Work Experience and/or Education**

- 7+ years of experience in leading fundraising or business development in an organization with annual revenue of at least \$20M.
- 5-plus years' experience directly supervising staff in a sales or fundraising function.
- Demonstrated success securing high value deals, 5 and 6 figures.
- Experience with major gifts, revenue development, grants, fundraising, sales, retention and upsell strategies ideally in a human services not-for-profit setting,
- Proficiency in Salesforce / CRM and experience in sales pipeline management / move management.

Reasonable accommodations may be made to enable individuals to perform the essential functions. United Way of the Greater Lehigh Valley is an equal opportunity employer.

### **Benefits Package**

In addition to the base pay and annual COLA increases this position is eligible for annual bonuses. The benefits package includes subsidized medical, dental and vision insurance, fully paid life and ltd insurance, a 401k retirement plan with employer contributions and a generous paid leave policy.

### **Work Location & Schedule**

This position is in person in our office in Allentown, PA for at least 60% of the schedule.

### **Apply here**

<https://my.career.place/static/jobs/vice-president-resource-development-cmnhosk713ajw0ilhbfqtvndn?source=afp>