

Position Description

Position Title: Vice President of Transformational Philanthropy

Reports to: President

FLSA Status: Exempt

Organization Overview: United Way of Anchorage mobilizes the community to make lasting, measurable changes in community conditions that improve lives. We have adopted a unique approach to tackling our community's most vexing problems by mobilizing businesses and individuals to transform our community. Our workplace is fast-paced, collaborative, and adaptive.

Position Overview: The Vice President of Transformational Philanthropy designs, guides, executes, evaluates, and constantly improves the strategies essential for making United Way of Anchorage the go-to destination to turn philanthropy into action. Through exceptional donor engagement, experiences, and communications, this position will lead the staff and volunteer teams to significantly increase UWA's overall revenue; grow and retain the donor base; implement innovative revenue growth strategies, and use data to promote continuous improvement.

While the primary responsibility is for philanthropy goals, the position also actively contributes to the goals of UWA as a whole. UWA is committed to working cross functionally to achieve our goals, and the Vice President of Transformational Philanthropy serves with other UWA senior leaders to build a culture of collaboration and alignment of strategies and tactical execution.

The individual that fills this role is a highly-experienced philanthropic and business development entrepreneur, with demonstrated success. The individual should have both strategic-level and practical/tactical thinking, leadership and management capability, influence and consensus building acumen, and a passion for UWA's mission and vision.

Essential/Primary Responsibilities:

- Develop and execute annual and multi-year fundraising and business development plans, deploying multiple approaches/channels that reach a diversity of donors and investors including, but not limited to, businesses, leadership donors, individual donors, affinity groups, foundations, grantmakers, etc.
- Create and lead a best-in-class resource development team to implement strategies, tactics, and activities to achieve philanthropy goals and create an optimized donor experience, as measured by growth and retention in all types of philanthropy.
- Provide leadership and insight to volunteer leadership and the campaign cabinet to maximize resource development activities and increase revenue.
- Create a focus on transformational giving and major gifts through research and growth in the prospect pool, and cultivation of new relationships.

- Assess annually, through quantitative and qualitative analysis, all fundraising activities and the metrics associated with donor experience annually to ensure quality, productivity, and relevance and to adapt and evolve plans and strategies.
- Actively model and promote UWA's cultural value that every staff member is responsible for raising resources and for creating donor value and delight through each interaction with potential donors and volunteers.
- Work directly with the Finance Department to ensure all donations and pledge processing are handled with the highest levels of stewardship, accuracy, and security.
- Collaborate with the Marketing and Communications team on strategies to honor and engage donors, partners, and community members through effective communications.
- Help guide the ongoing strategy of UWA by serving on its Senior Team.
- Help UWA to become known as an employer of choice and team that people want to join.

Specific Skills and Experience Include:

- Demonstrated success as a philanthropic and/or business development leader.
- Demonstrated creativity in developing successful multiple philanthropic and/or business lines and donor/client stewardship.
- Ability to influence and engage a wide range of donor/investors and build long-term relationships.
- Experience building high-impact teams that deliver measurable growth.
- Experience with leveraging donor data from a donor relations CRM system to drive donor strategy, and to assist with recognition, engagement, and stewardship.
- Top-notch writing, verbal, and analytical communications skills and ability to develop rapport and credibility across the organization and the community.
- Strategic and analytical thinking, strong capability for project management, problem-solving skills, sound judgment, and a willingness to resolve issues and problems in a timely manner.
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical resource development initiatives.
- Strong organizational and time management skills with exceptional attention to detail.
- Excitement for and experience in adaptive change management.
- Sensitivity to the needs, attitudes, and situations of peers, donors, and volunteers.
- A professional, entrepreneurial, and resourceful style; the ability to work independently without close oversight; and a team player who will productively engage with others at varying levels of seniority within and outside UWA.
- Highly empathetic, collegial, and service-oriented with an ethos of "no job too big; no job too small."
- Tackles ambiguity with innovation and creativity.
- Well-honed balance of confidence and humility.

Requirements:

Education: Bachelor's degree; advanced degree and/or C.F.R.E preferred. Equivalent experience may substitute for education.

Qualifications:

- Ten years of experience working in cross-functional team environments, specifically in non-profit resource development, fundraising programs, corporate social responsibility, or business development and sales.

- Communication – Express ideas clearly, constructively, and persuasively (written and spoken, upward and downward, one-on-one, and with groups).
- Customer Service – Seek to understand client needs and work to exceed their expectations (internal and external).
- Initiative – Look for opportunities to improve performance; manage time, work, and relationships effectively and efficiently.
- Professionalism – Treat others with respect; share the organizational values; display a positive and cooperative attitude; and adhere to the workplace Code of Conduct and compliance policies.
- Stewardship – Identify efficiencies leading to savings of costs, resources, and or/time.
- Teamwork – Work proactively and collaboratively with others to achieve mutual goals.
- Team Management – Ability to recruit and retain top talent by maximizing the potential of each team member.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to talk and/or hear. The employee is frequently required to use hands to finger, handle, or feel and reach with hands and arms. The employee must frequently lift and/or move up to 25 pounds and occasionally lift and/or move up to 40 pounds. Specific vision abilities required by this job include close vision, distance vision, depth perception and ability to adjust focus.

Licenses

Valid Alaska Driver's License

Vehicle

Access to reliable insured automobile to be used for work-related travel in the Anchorage area.

Place of Work: 701 West 8th Avenue, Suite 230, Anchorage, AK 99501

Hours of Work: 8:30 am – 5:00 pm, Monday – Friday

Salary: DOE

To Apply: Submit letter of interest and resume to Zulie Mason, 701 West 8th Avenue, Suite 230, Anchorage, AK 99501. Fax and email applications are acceptable. Fax: 907-263-3801; email: zmason@ak.org

Position open until filled.