



NEW HAMPSHIRE CHARITABLE FOUNDATION

Vice President for Development and Philanthropy Services

Concord, New Hampshire

Organization Overview

The New Hampshire Charitable Foundation is New Hampshire's statewide community foundation, founded in 1962 by and for the people of New Hampshire. We manage a growing collection of 1,700 funds created by generous individuals, families and businesses, and award more than \$30 million in grants and scholarships every year. We work with generous and visionary citizens to maximize the power of their giving, support great work happening in our communities and lead and collaborate on high-impact initiatives. To learn more, please visit the website: www.nhcf.org

Position Summary

As chief development officer and a member of the senior leadership team, the Vice President will be primarily responsible for leading a highly effective philanthropy and donor services team. The Vice President will oversee the development and implementation of donor acquisition strategies as well as ensure long term engagement through effective donor services. In addition to working directly with high net worth individuals, the Vice President will lead efforts to enhance external partnerships with wealth and philanthropic advisors. This is a phenomenal opportunity for someone who believes strongly in the power of community foundations and brings a strong commitment to the community-based work being done in the state of New Hampshire.

Position Outcomes

The successful candidate will:

- Increase the volume of qualified prospects in the donor pipeline
- Increase the number of funds established by high net worth individuals
- Ensure that contributed revenue grows annually

Key Responsibilities

- Create and implement multi-year revenue plans that incorporate the use of senior organizational leaders, Board members, and staff to ensure the Foundation is on track to achieve its strategic goals
- Directly supervise the Director of Development and Advisory Services, the Director of Philanthropy, the Director of Donor Services and the Manager of Systems and Operations while ensuring that the team is working toward clear, consistent and relevant goals
- Develop, refine and evaluate strategies toward revenue goals utilizing data and feedback; report regularly to the President/CEO and Board of Directors on progress toward goals
- Develop a visible and effective external profile, regularly representing the Foundation at large and small gatherings of influential stakeholders including donors, prospective donors, professional advisors, and business leaders
- Build and sustain a personal portfolio of donors, being directly accountable for identifying and cultivating relationships with both donors and professional advisors

- In collaboration with the CEO, CFO and the Vice President for Community Impact, serve as a member of the Senior Leadership Team responsible for department planning, budgeting and workforce development in the context of the Foundation's overall priorities and resources.
- Contribute meaningfully to the culture of the Foundation, serving as an ambassador of the values of accountability, adaptability, commitment and collaboration.

Qualifications

The successful candidate will bring:

- Ten or more years of leadership experience in developing, implementing and adapting strategies to attract and engage high net worth charitable donors; experience with diverse giving tools such as planned giving and donor advised funds strongly preferred
- Experience or deep familiarity with community foundations preferred but not required
- Demonstrated track record of success working directly with donors and their advisors
- Significant multi-tiered staff management experience and the ability to develop, inspire and support a geographically disbursed team
- Ability to effectively navigate the internal and external
- Interest in all aspects of the New Hampshire Charitable Foundation's mission and a demonstrated commitment to the New Hampshire communities or a strong interest in learning about them
- Exceptional communication and interpersonal skills, both written and verbal.
- Demonstrated problem-solving skills and ability to exercise sound and confident judgment.
- Bachelor's Degree required

To Apply

Please upload a resume and thoughtful cover letter, outlining how your skills and experience meet the qualifications of the position and stating how you heard about this opportunity, both in Word format, to Richard Ober, President/CEO, at

http://commongoodcareers.force.com/careers/ts2_Register?jobId=a0K1600000bewhm&tSource=

Applications will be reviewed on a rolling basis.

The New Hampshire Charitable Foundation offers a competitive salary and benefits, commensurate with experience and skills.

The New Hampshire Charitable Foundation is an equal opportunity employer.

About Commongood Careers

The New Hampshire Charitable Foundation has partnered with Commongood Careers to conduct the search for a Vice President for Development and Philanthropy Services. Commongood Careers is a mission-driven search firm that supports the hiring needs of high-impact nonprofits. With an approach that leverages robust talent networks, recruitment and search management expertise, and a deep understanding of our clients' missions and cultures, we help organizations secure the talent they need to create greater social impact. Since our founding in 2005, Commongood Careers has led more than 700 searches at 275 organizations in 33 states, making us one of the most experienced and dedicated nonprofit search firms in the country. [Learn more about nonprofit job opportunities at Commongood Careers.](#)