



Mid-Ohio Foodbank

Vice President, Development

Reports to: President/Chief Executive Officer

Location: Columbus, Ohio

About Mid-Ohio Foodbank

Vision

A hunger-free and healthier community.

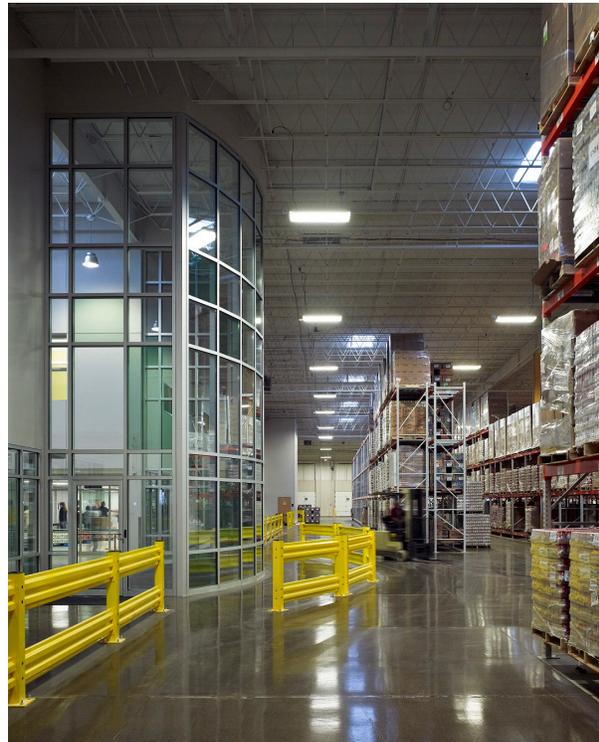
Mission

To end hunger one nourishing meal at a time and to co-create a sustainable community where everyone thrives.

The Mid-Ohio Foodbank (MOFB) works each day to end hunger one nourishing meal at a time and to co-create a sustainable community where everyone thrives. Understanding that hunger is a community challenge that requires a community solution, we are steadfast in our pledge to make sure that no one goes hungry and that hungry families can count on another meal.

For more than 35 years, Mid-Ohio Foodbank has served the needs of people across central and eastern Ohio. In 1980, our first year, we distributed just 205,200 pounds of food. Today, the organization handles more than 66.5 million pounds annually. Through partnerships with more than 650 member agencies, we provide more than 149,000 meals every day.

We are committed to creating food access points on all levels. We do this as we continue our work in **ending the line**—co-creating with the community, innovative ways to serve the whole person, understanding that hunger does not exist in isolation. We also work to **mobilize the public** to support what we do through donations, advocacy, and volunteerism. Where you come in is **our way of being**, or how we organize ourselves to do this work.



Examples of innovative MOFB programming include:

- **Food Is Health** focusing on strategies and outcomes that help our neighbors gain the skills, knowledge, and confidence needed to access and prepare healthier foods.



- **Urban Farms of Central Ohio** which transforms vacant and underutilized sites in underserved neighborhoods into productive, sustainable, urban farms providing low-income, food-insecure residents increased access to fresh, local produce, and encourages civic engagement.
- **South Side Roots Café, Market & Kitchen** that offers affordable grocery items at a lower cost than major grocery chains, low-cost meals with a varied payment structure (including volunteering), and meals for local after-school programs.
- **The Kroger Community Pantry**, a choice-style pantry serving hungry neighbors from Franklin and surrounding counties. It is also a learning-lab, providing first-hand knowledge into the challenges faced by our agency partners and clients.

About the Position

Our bold vision of a hunger free and healthier community requires an innovative and proactive fundraising leader and team. We are looking for a leader to build, foster, and guide our dynamic development team in creative and collaborative ways to mobilize and inspire others toward achieving a \$14+ million fundraising goal.

Reporting to the President/Chief Executive Officer, the VP position is a member of the organization's executive team and will also be a face of MOFB to the community. The Vice President, Development is responsible for creating an organization-wide culture of philanthropy while planning, directing, and implementing comprehensive fundraising efforts/initiatives that generate individual, foundation, and corporate philanthropic support for MOFB.

The new Vice President will:

- be passionate about the MOFB mission and committed to the strategic vision of the organization;
- be creative, innovative, and collaborative in expanding and developing revenue streams for MOFB;
- be an ambitious and dynamic development leader who is dedicated to building a strong culture of philanthropy throughout the organization, including with the board, staff, volunteers, and community supporters of MOFB;
- partner with the President/CEO to build and nurture relationships with major donors and organization partners, and engage the board, as appropriate;
- have a successful history of closing major gifts and identifying, attracting, and adding new donors; and
- demonstrate effective strategic skills to connect and engage donors, and local and national philanthropists.

Key Job Functions

- **Philanthropic Strategy and Planning**
 - Provide leadership, vision, and strategic thinking to generate the financial resources needed to support MOFB operating expenses, endowment fund, and capital projects.
 - In collaboration with the board, development committee, executive team, and staff, develop creative and innovative fundraising and revenue expansion strategies.
 - Create development and fundraising plans to achieve strategies and goals.



- Develop, implement, and monitor appropriate metrics for overall development and individual team performance to achieve strategic objectives.
- Develop and promote the MOFB case for support.
- Develop, monitor, and implement the departmental and fundraising budget.
- Fundraising and Development
 - Responsible for meeting goals related to revenue generation and budget.
 - Oversee and direct fundraising activities – including the annual fundraising plan, grants, individual major gift fundraising, corporate and foundation funding, special events, cause-related marketing fundraising, planned giving, donor relations, and fundraising operations.
 - Oversee donor relations' activity to cultivate, strengthen, and retain donors. Ensure effective recognition programs are implemented.
 - Analyze and evaluate donor base and external relationships to identify opportunities for new and increased revenue.
 - Maintain a portfolio of select donor prospects for cultivation and solicitation.
- Executive Team Collaboration
 - Serve as member of the executive team and participate in strategic planning and management activities.
 - Establish and maintain strong relationships with MOFB team members and other stakeholders.
 - Collaborate with other departments to ensure strong working relationships that foster a cohesive and creative work environment, including significant engagement with marketing in affiliated activities and goals.
- Staff Leadership
 - Provide effective team leadership and professional development. Develop employees through effective performance management, salary planning and administration, training and development, workflow and organizational planning, hiring and placement, and team engagement.
 - Ensure a commitment to a safe, secure, and healthy work environment by establishing, following, and enforcing standards and procedures.

Position Competencies, Skills, and Qualifications

To successfully lead the development function, the VP will possess the competencies and attributes described below.

- Expertise with best practice **fundraising** strategies and tactics
- **Passion** for the mission; supports and embraces the MOFB vision
- **Leadership and management acumen**
- **Strategic** and **organizational agility**
- **Creativity** and **innovation management** and provides thought leadership
- Building effective **teams**
- **Interpersonal savvy**





- **Political savvy**
- **Drive for results**
- **Motivating others**
- **Communication and presentation skills** – face to the community
- **Integrity and trust**
- **Business acumen**
- **Peer relationships**
- **Collaboration** within MOFB and externally with community constituents and partners
- **Integrity and trust**

Qualification Requirements

- A **Bachelor's** degree in an appropriate field
- Seven or more years' experience leading a fundraising department within a nonprofit organization and a demonstrated record of significant achievement in fundraising including major gift experience
- Record of developing and implementing effective **fund development plans**, and achieving **metric-driven goals**
- Valid drivers' license

Desirable

- Graduate degree
- CFRE
- Successful experience at a like-sized organization and a knowledge of fundraising in the social services sector
- Demonstrated and successful comprehensive and capital campaign experience

About Metropolitan Columbus

Columbus is Ohio's capital and the state's largest city, with two million people in the metropolitan area. A vibrant place to call home, Columbus has acclaimed performing and visual arts organizations, entertainment, and shopping for all ages, plentiful educational opportunities, collegiate and professional sports, and a variety of inviting neighborhoods.

Central Ohio also boasts the Columbus Zoo and Aquarium, voted the favorite zoo of America by *USA Travel Guide*; COSI Columbus, the number one science center in the country for families according to *Parents* magazine; the nation's most highly rated public library system; recently recognized by Money Magazine as one of the Best Big Cities in America; and recognized as a Smart City with the award of \$50 million to modernize its transportation system.

The region has some of the top public schools in Ohio, as well as a number of independent and parochial schools. In addition to The Ohio State University, the area is home to private institutions of higher learning such as Capital University, Otterbein University, Ohio Dominican University, Ohio Wesleyan University, Denison University, Ashland University, Pontifical College Josephinum, Trinity Lutheran Seminary, and the Methodist Theological School in Ohio.

Columbus has active urban neighborhoods—such as German Village, the Short North Arts District, Olde Towne East, Victorian Village, and Clintonville—with unique housing, galleries and exhibition space, and shopping. The city includes many architectural landmarks, both historic and modern. And the metropolitan region has established and growing suburbs with many options for primary and secondary education and a wide variety of housing stock and a marvelous metro park system.



Application Process

The Mid-Ohio Foodbank is being assisted in this search by Benefactor Group. Applications will be reviewed as they are received. All applications will be considered highly confidential.

To apply, please send cover letter and resume to: HR@benefactorgroup.com

Candidates are urged to visit the MOFB website at: <http://www.midohiofoodbank.org/>