

Vice President - Campaigns

Position Profile

The Opportunity

Benefactor Group is seeking a dynamic leader to join our team. In this role, you will partner with unique clients enriching our communities in diverse ways: from creating art to transforming healthcare; from relieving hunger to nurturing the power and potential of young people. You will also lead a team of smart, collegial, curious, and fun individuals, who care deeply about the causes we serve and strive to constantly push the field of philanthropy forward.

As the leader of Benefactor Group's largest service line—fundraising campaigns—you will shape and expand the practice in new ways, building on the solid infrastructure our team has established over two decades. And because we work with leading nonprofits across the nation, you will have the opportunity to guide visionary leaders, deploy cutting-edge practices, and influence the sector at large.

Your primary job function is to lead and support campaign projects. This includes managing all aspects of a campaign feasibility study, guiding a client through campaign planning, and providing ongoing campaign counsel. Campaigns are powerful initiatives; they elevate an organization's reputation, resources, and impact in ways that are distinct from day-to-day fundraising. By guiding organizations at this unique moment in their lifecycles, you will equip our clients to achieve exciting successes and reach new milestones.

While campaigns will be your primary responsibility, there will be opportunities to engage in related projects such as board governance, organizational structure planning, fundraising leadership, strategic planning, and nonprofit leadership coaching. You will serve as a mentor and coach to consulting staff and a thought leader among your peers.

About Benefactor Group

Established in 1999, Benefactor Group has won a reputation for innovative consulting and management services that build the capacity of nonprofit organizations; plan for and support capital, endowment, and comprehensive campaigns; and develop staff and volunteer leadership. Benefactor Group has designed and implemented dozens of fundraising studies with organizations of all sizes and complexity in arts and culture, education, health and human services, conservation, civic affairs, and faith communities.

Our staff of 19 professionals includes members of the Council for Advancement and Support of Education, Association of Fundraising Professionals, Association for Healthcare Philanthropy, Partnership for Philanthropic Planning, Giving USA Editorial Review Board, Nonprofit Technology Network, Association of Advancement Services Professionals, Network of Nonprofit Search Consultants, Alliance for Nonprofit Management, and American Alliance of Museums. Our staff includes award winners, national thought leaders, and published authors.

Benefactor Group is a member of the Giving Institute, a consortium of the nation's leading philanthropic consulting firms. Through our relationship with these organizations, we have the opportunity to explore the characteristics and skills proven most effective in campaign practices in the nonprofit sector.

We serve clients at home and around the world, and our access to human resources, research and reference materials, technology, and professional networks is tailored to meet each client's needs. We strive to nurture mutually rewarding relationships, serving those who serve the common good®.

Our Services



Capital Campaigns

- Planning Studies
- Campaign Planning
- Case for Support
- Coaching and Management



Leadership and Search

- Governance Assessments
- Board Retreats
- Executive Transition
- Succession Planning
- Recruitment and Search



Annual Fundraising

- Development Assessments
- Annual Fundraising Plans
- Staff Retreats
- Membership Programs
- Mid-level Giving Programs
- Major Gifts Programs



Endowment Building

- Endowment Planning
- Endowment Building
- Planned Giving Programs



Strategic Planning

- Core Purpose and Mission
- Strategic Objectives
- Strategic Measures
- Ongoing Monitoring



Nonprofit Technology

- System Selections
- Project Management
- Process Improvement
- Using Data and Metrics

Our Values

These values define the core aspects of what it means to work at Benefactor Group.

- **Our name is on it.** Benefactor Group expects and encourages high performance. We are serious about our work. It reflects who we are. It reflects who you are.
- **Geek factor.** We are curious. We are excited to learn. We don't leave well enough alone. We tweak, revisit, and improve; or sometimes, discover that the original approach is best.
- **True to self.** While our values unite us, we do not all fit the same mold—and we celebrate our diversity. An effective team includes analysts, creatives, idealists, pragmatists, extroverts, and introverts. People do their best work when they present their true selves.
- **Abundance.** We are confident that we and our clients can succeed. We build on what is strong—appreciation, gratitude, positivity—because organizations change in the direction they inquire.

The Position

Lead, Manage, and Hold Accountable

As a leader, your role will include motivating the team, helping them see the vision for the campaign service line, and inspiring a desire to see that vision realized. It also means managing the campaign projects and providing strategic and tactical direction to deliver excellent work. Lastly, as a Service Line Leader, you are ultimately responsible for the success of the service line and for holding team members accountable for their work.

Marketing and Sales

The Vice President is expected to help implement a marketing plan to expand the campaigns service line. You will be actively involved in the sales cycle from identifying leads and responding to RFPs, to presenting to prospective clients. You will be supported by the firm and our marketing vendor in these efforts.

Project and Client Success

Your primary job function is to provide effective campaign services to our clients, including implementing and completing feasibility studies, guiding campaign planning, overseeing the creation of campaign plans and cases for support, and providing ongoing campaign counsel. Through these engagements, you will successfully counsel clients through all aspects of campaigns, including building a strong fundraising infrastructure; recruiting and managing volunteers; developing compelling communications; identifying, cultivating, and securing major gifts, and engaging broad donor audiences.

Client Satisfaction

Gauging clients' satisfaction helps minimize or eliminate negative client experiences, and it makes us all more effective by learning what works. Specific responsibilities include periodically checking with clients to assess satisfaction, as well as reviewing and learning from project closure surveys.

Strategy

The ability to analyze and synthesize the inputs from a project (data assessment, individual and small group interviews, fundraising trends, etc.) and produce insightful findings and smart and practical recommendations that help our clients accomplish their goals is essential.

Subject Matter Expertise

One of your most important roles is that of an expert. You must maintain knowledge of current campaign and fundraising tactics and trends through self-directed and firm-supported professional development. You will design, evaluate, and improve the methodology, and support colleagues in successful implementation.

Sector Expertise

Benefactor Group works across all nonprofit sectors: Arts and Culture, Higher Education, Healthcare, Faith-based, Human Services, Social Justice, Aging Services, Animals and the Environment, etc. A Vice President is expected to understand these sectors and to be an expert in at least one of them. We develop that expertise through self-directed and proactive learning (e.g., being part of a professional society).

Oral and Written Communication

A successful Vice President is an effective communicator. This comes in the form of leading client meetings, interviewing staff and volunteers, and writing and reviewing campaign plans and cases for support. Vice presidents are also encouraged to contribute to firm marketing efforts. This generally means thinking about interesting topics (embodying our Geek Factor value) and sharing those thoughts with others through writing blogs, articles, and whitepapers, and speaking at conferences and webinars.

Productivity

We expect Vice Presidents to be 50% to 60% utilized—meaning they spend 20 to 24 hours each week on direct client service, in alignment with each project’s estimated hours. The remaining time is spent leading business development and marketing, charting the strategic direction of the campaign service line, improving methods, and mentoring the consultant team.

Competencies

- Builds effective teams
- Drives engagement
- Drives vision and purpose
- Develops talent
- Cultivates innovation
- Nurtures relationships
- Organizational savvy
- Drives results
- Persuades
- Builds networks
- Interpersonal savvy
- Collaborates
- Instills trust

Qualifications

Required

- B.A. or B.S. in relevant field or equivalent knowledge and experience
- Twelve or more years of progressive experience in nonprofit fundraising
- Superior relationship management skills
- Experience leading and supporting multi-year and multi-faceted capital and comprehensive campaigns
- Experience leading and mentoring effective teams

Desired

- Consulting experience, knowledge of the nonprofit marketplace
- CFRE certification

Reporting Relationship

Reports the firm Principals.

Application Process

Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please send a cover letter and resume to:

Benefactor Group Recruitment Team

HR@benefactorgroup.com

<http://www.benefactorgroup.com>

All questions should be directed to Adam Fazio, Senior Consultant: Adam@BenefactorGroup.com