



buildOn seeks a dynamic fundraising professional to strategically architect and drive all East Coast fundraising efforts, including major gifts from individuals, corporations and foundation. The ideal candidate is a revenue focused visionary with measurable results in development; able to create and lead innovative fundraising campaigns to increase revenue. Reporting to the Chief Operating Officer, the Vice President, East Coast will be an integral part of leadership team, leading and engaging smart strategic partnerships that will help support buildOn's aggressive fundraising targets. The Vice President will work closely with an active and engaged East Coast Board to lead all fundraising, awareness campaigns, and signature East Coast events.

This is a great opportunity for an entrepreneurial yet process-oriented fundraiser who enjoys thinking creatively to expand revenue opportunities and build a robust pipeline of donors in support of buildOn's mission. He/she must have the interpersonal and communications skills necessary to capture and represent buildOn's unique voice and business model. If you have a history of leading successful fund raising campaigns with measurable results then buildOn is the right place for you!

Who We Are:

buildOn is breaking the cycle of poverty, illiteracy and low expectations through service and education. For the past two decades buildOn has mobilized urban youth to lift up their communities and change the world through intensive volunteer service.

In buildOn's afterschool programs across the U.S., urban youth contribute intensive community service tutoring children, feeding the homeless and volunteering at senior citizen homes. buildOn takes these same students, many of whom have rarely traveled outside their own neighborhoods, to some of the poorest countries on the planet to build schools. Learn more at buildOn visits www.buildOn.org.

Key Responsibilities:

The Vice President, East Coast designs and leads fund raising from individuals, corporations and foundations (focused primarily on New York City). This individual will identify and cultivate investors who will support our Programs and lead our growth.

You will be successful in this position if you can:

- Develop strategies, products and initiatives to drive revenue in support of our After School Programs on the East Coast and international school building programs.
- Demonstrate success in securing major gifts from individuals, corporations and foundations, targeting donors primarily in New York City
- Strategically develop and manage a portfolio of donors while building strong relationships, increasing donor renewal rates, and securing new major gift donors
- Cultivate strategic partnerships that will lead to an increase in incremental revenue
- Build an innovative fund raising model in support of our After School Programs in New York City
- Work closely with the East Coast board, who's focus is fund raising and awareness

- Collaborate with the marketing department towards an end goal of increasing revenue and awareness
- Develop strong relationships with current major supporters and secure support from new prospects
- Demonstrate the ability to lead and motivate a team of results oriented fund raising professionals
- Analyze supporter data to find new opportunities, ensure all activities are measurable to drive efficiencies and maximize results
- Demonstrate the ability to manage large-scale special events
- Develop and grow corporate strategic partners
- Expand the donor experience with a focus on our After School Programs in New York City
- Demonstrate a history of successful fund raising with sustainable results
- Demonstrate your ability to multi-task, be strategic, entrepreneurial and a savvy relationship builder.

Qualifications:

- You have 6-8 years of fundraising and sales experience with a proven track record in major gifts, individual giving and corporate partnerships
- BA required, Masters of Business Administration, Non Profit Management or related field preferred
- Strong management and communications skills and a successful track record in cultivating relationships with major gift donors and private foundations
- Extensive knowledge of the East Coast (primarily New York City) philanthropic community and ability to seek out and engage new prospects
- Collaborative management style with a focus on results and revenue generation that will lead and inspire their direct reports

To Apply: Email a letter of interest, resume, and salary history to: Angie Espinal, Human Resources Manager at jobs@buildon.org

buildOn is an Equal Opportunity Employer. For additional information, please visit our website at www.buildOn.org