



Title: Vice President of Development, East Coast
Reports to: Chief Revenue Officer
Type: Full-time/Exempt
Location: Stamford, CT or New York, NY

Who We Are:

buildOn is a not-for-profit organization working to break the cycle of poverty, illiteracy and low expectations through service and education. We're not a charity, we're a movement. In the United States, we run intensive service-learning programs in under-resourced, urban high schools in six major cities. Through these programs, buildOn empowers youth to transform their communities through high-impact service. Over the last 29 years, buildOn has empowered more than 100,000 urban youth to contribute more than 2.3 million hours of service that has touched the lives of more than one million people living below the U.S. poverty line.

Globally, teams of students from buildOn programs fan out across the world to help build schools in the economically poorest countries on the planet. We have now built over 1600 schools in Haiti, Nicaragua, Guatemala, Mali, Burkina Faso, Senegal, Malawi and Nepal. More than 224,910 children, parents and grandparents attend these school every day and at least, 50% of these buildOn students are girls or women. Community members have organized leadership committees and contributed more than 3.0 million volunteer workdays to building their schools.

We hope you'll consider joining our team!

Who We Want:

buildOn seeks a dynamic fundraising professional to design and lead fundraising for our East Coast fundraising efforts, including major gifts from individuals, corporations and foundations. The ideal candidate will excel at managing and training mid-level fundraising professional while creating best-in-class fundraising systems.

The ideal candidate is passionate about buildOn's mission and a revenue focused innovator with measurable results in fundraising. As a Vice President of Development, East Coast, you will work to transform donors from passive philanthropists into active partners while leading innovative fundraising campaigns. You will also lead and manage key members of buildOn's Development Team. As a Vice President of Development, you will recruit and engage our East Coast regional boards whose focus is fundraising and building awareness in East Coast.

The ideal candidate will be a process-oriented fundraiser who thrives on thinking creatively to uncover revenue opportunities. To be successful, you must have an entrepreneurial spirit, superb organizational leadership, and exceptional communication skills. As a Vice President of Development, you will have tangible results leading and strengthen fundraising professional's capacity to expand and cultivate new and existing donor relationships. If you have a strong track record of never giving up on mission and getting results, then buildOn is the right place for you!

What You'll Do:

- Manage and develop a segment of buildOn's fundraising team located in buildOn regions across the U.S.
- Create and document a formal major gifts fundraising system. Design and lead training for the Development Team focused on major gifts fundraising.
- Expand major gifts portfolio on the East Coast with the greatest focus on funding for buildOn U.S. through Constructive Leadership and our Immersion Platform.



- Recruit executive level business leaders to join the East Coast regional boards with specific emphasis on new, relevant industries where there is authentic mission overlap and fundraising capability.
- Create a pipeline of major gift prospects from individuals and corporations through targeted outreach and leveraging the regional board.
- Partner with Marketing to engage more corporations in the buildOn Journey from awareness to advocacy with a strong focus on buildOn's Immersion Platforms.

Individual Giving:

- Develop a pipeline of major gift prospects in the East Coast (primarily New York and Boston, MA).
- Develop and implement strategies for fundraising that will grow annual major gift revenue from individuals.
- Work with the Chief Revenue Officer to identify and cultivate East Coast board members.
- Work collaboratively with other program areas to achieve fundraising goals.

Corporations:

- Leverage buildOn's Immersion Platforms: Partnership Program and 36 Hours to directly fund buildOn in East Coast.
- Target professional networks, diversity and inclusion groups as a unique point of entry for new prospects.

New York Board:

- Engage and develop New York Board members whose focus is awareness and fundraising in NYCT regions.
- Recruit new board members.

What We Value:

We've identified a set of core competencies which you'll need to thrive within the buildOn family.

- **ENTREPRENEURIAL SPIRIT:** The ability to take calculated risks and see all possibilities to build something great from nothing.
- **MANAGEMENT AND LEADERSHIP EXPERIENCE:** The ability to communicate effectively, manage effective teams and work groups, build relationship, and value diversity and differences.
- **HUNTER:** Identifies, cultivates, and secures donations from new prospects.
- **PERSUASIVE COMMUNICATOR:** Strong oral and written communicator, especially around storytelling.
- **RELATIONSHIP BUILDING:** Builds authentic mission-driven relationships with donors.
- **FUNDRAISING:** Closes the deal.

What You'll Learn:

As part of your professional development at buildOn you will learn how to become a **Constructive Leader**. Constructive Leadership is a method of building leaders that inspires solidarity and unleashes our courage, resilience, empathy, and passion for the possible. And Constructive Leadership is only ignited through service. Constructive Leadership is how we built this organization and what we've learned by working at ground zero of extreme poverty and the drop out crisis for more than 29 years.

What You Bring:

- 5-plus years of professional fundraising experience in a nonprofit organization; demonstrated success in a development function.
- Tangible experience of having cultivated and closed the deal with major donors.



- Deep experience in organizational leadership with the ability to performance manage a team.
- Extensive knowledge of East Coast philanthropic community and ability to proactively seek out and engage new prospects.
- Experience managing budgets, revenue streams, and revenue playbook.
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships.
- Strong organizational skills and a flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives.
- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority internally and externally.
- Bachelor's degree required; Master's degree preferred.
- High energy and passion for buildOn's mission is essential.
- Strong organizational and time management skills with exceptional attention to detail.

What We Offer:

We offer a competitive compensation package, including: salary commensurate with experience, generous paid time off; a comprehensive benefits package including medical, dental, vision insurance, a flexible spending account, employee assistance program, retirement plan with an employer matching plan, commuter benefits, disability as well as life insurance. In addition, you will have the opportunity to work alongside mission-driven and dedicated colleagues across the world who are committed to breaking the cycle of poverty, illiteracy, and low expectations through service and education.

Apply Here:

Please send a resume and cover letter to DevelopmentJobs@buildon.org

Our Commitment to Equity, Diversity and Inclusion

buildOn is committed to building and maintaining an inclusive environment that drives innovation, strengthens ONE buildOn and bolsters a culture where people truly feel valued, heard and respected. buildOn provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color religion, gender, sexual orientation, national origin, age, disability, marital status, amnesty, or veteran status.

To learn more about buildOn, please visit our website at www.buildOn.org