



JOB TITLE	Vice President of Development
REPORTS TO	Chief Operating Officer
SUPERVISES	Director of Development
FSLA STATUS	Full Time, Exempt
LOCATION	Boulder, CO

SUMMARY OF POSITION

TGTHR is seeking a dedicated and ambitious Vice President of Development (VPD) to help amplify programming at a national level and ensure the longevity of our well-established organization. Our existing Development Team has doubled revenue from local funders over the last two years. This role will augment and guide a highly functioning team to launch a national fundraising strategy to fund our expansion efforts. The VPD will report to the Chief Operating Officer (COO) and will work with the Senior Leadership Team, governing board, and staff to define the organization's long-term direction of growth. This person will be responsible for planning and implementing aggressive nation-wide strategies to secure donors and large contributions in support of the organization. They will also mentor and inspire the Development Team, provide oversight of the national fund development program, monitor development activities, and address issues that may hamper national expansion and success.

The successful applicant should have superior knowledge and proven experience as a fundraising and organizational development specialist, with several years of management experience in a non-profit organization or a similar environment. They must be motivated, have the ability to solve complex problems, and have a passion for philanthropy.

PRIMARY RESPONSIBILITIES

National Fund Development (75% of time)

- *Generates excitement surrounding our mission and programs to secure support and meet our fundraising goals.*
- Develop and execute a national fundraising strategy that includes identification, solicitation and ownership of national funders.
- Fosters relationships with national funders, and setting up meetings with national funders and other C-Suite level staff.
- Establishes and continuously maintains a balanced mix of donor sources, prospects and fundraising programs to attract and retain donors and fundraising volunteers.

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- Assure design and implementation of national donor cultivation, acknowledgment, and recognition programs.
- Work with the Communications Department to confirm messaging that is meaningful to donors and protects the organization's brand among donors, potential donors and general community.
- Appropriately represent the organization, its Board of Directors and CEO to donors, prospects, development committee(s), and fundraising volunteers.

Organizational Strategy & Operations (25% of time)

- Work with the CEO, COO, Chief Strategies Officer (CSO), Senior Leadership Team, and governing board to facilitate short and long-term strategic plans for national expansion, and associated fundraising programs.
- Identify and address development issues that affect the well-being and efficacy of TGTHR.
- Foster a culture of philanthropy and ensure that fund development is executed in keeping with TGTHR's values, vision, and mission.
- Establish performance measures, monitor results, and evaluate the efficacy of the development program.
- Remain informed of developments in philanthropy and fund development and inform the C-Suite team of current trends, issues, problems and activities in order to facilitate policy making. Recommends policy positions concerning fund development.
- Oversee development activities in coordination with staff.
- Maintain accountability and ensure compliance with all regulations and laws, as well as the code of ethics for fundraising professionals.
- Adhere to TGTHR's core values of justice, equity, diversity and inclusion.
- A commitment to building a culture of mutual accountability, liberation, and respect.

PROFESSIONAL QUALIFICATIONS

- Resourceful and well connected with national funding sources.
- Proven track record of building relationships that become fruitful donors.
- Superior knowledge of fundraising and development techniques, practices, standards and reporting.
- Bachelor's Degree in Business Administration, or related field, Masters Degree preferred.
- Minimum of 5-10 years of meeting and exceeding fundraising goals
- Minimum of 2 years of professional experience in successful executive leadership and management experience.
- Demonstrated experience in managing and implementing a comprehensive fund development program and producing charitable contributions.

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- An established portfolio of donors.
- Proven track record of successful securement of national foundation support.
- Strong interpersonal, decision-making, and leadership skills.
- Excellent verbal and written communication skills.
- Analytical thinking and ability to analyze data.
- Ability to communicate, collaborate, and work cross-departmentally.
- Ability to build strong relationships with a donor centric approach.
- Experience and knowledge of social justice issues, especially the intersection of youth homelessness and race, gender, sexuality, ability, immigration, and socioeconomics.

SPECIAL POSITION REQUIREMENTS

Some travel will be required. Remote work possible, with regular travel to headquarters required.

COMPENSATION

TGTHR offers competitive compensation and benefits such as medical, dental, vision, and accident insurance, paid time off/sick leave/parental leave/paid holidays/bereavement leave, employee assistance program/counseling services, development and educational opportunities and a 403(b) retirement plan.

Salary Range: \$105,000 - \$120,000

TO APPLY

Email resume and cover letter to: hrcontact@TGTHR.org with the subject line "VP of Development".

TGTHR is a drug-free workplace. Candidates and employees must be able to pass a criminal background check.

TGTHR is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind. We are strategically invested in creating an equitable, diverse, just, and inclusive work environment. All employment decisions are based on business needs, job requirements and individual qualifications, without regard to age, race, color, ethnicity, national origin, ancestry, genetic information, belief, religion, creed, ability, gender, sexual orientation, gender identity, gender expression, pregnancy (including childbirth, lactation, and related conditions), family or parental status, military or veteran status [...], or any other status protected by the federal, state, and local laws or regulations in the locations where we operate.

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ABOUT TGTHR

At TGTHR (formerly Attention Homes), we are building a movement that galvanizes communities, empowers young people, and puts an end to youth homelessness. We won't stop until every young person is valued, empowered and safe. For youth between the ages of 12-24 we provide employment assistance, education programs, supportive housing, short-term housing, long-term housing navigation, support and inclusivity groups, family coaching services, life-skills development, mental and physical wellness support, and an array of individual and group activities.

The following values guide all of our efforts:

- We believe growth is rooted in relationships.
- We believe in wildly celebrating resilience.
- We believe there is strength in diversity.
- We believe in promoting youth voices.
- We believe that housing is a fundamental right.

TGTHR consciously and continuously strives to create a diverse and inclusive organization. We are dedicated to the promotion of social justice, equity, inclusivity, and non-violence for all individuals.

We are a not-for-profit organization, registered as a 501(c)3. For more information, visit www.TGTHR.org.

ABOUT YOU

If you're entrepreneurial, inspired by our mission and values, and committed to helping underserved populations, we'd love to have you join us in this effort!

Last Updated: 4/20/2021