



Vice President of Development

Job Category: Development

Requisition Number: VICEP001972

Posting Details

Posted: March 15, 2024

- Full-Time
-

- **Locations**

San Jose, CA 95131, USA

Job Details

Description

As **Vice President of Development** you will put your proven sales and relationship management skills to work driving success and achieving revenue goals through positive engagement with staff and community volunteer leaders.

Utilizing your proven networking skills, you will identify and cultivate relationships with key community leaders and C-Suite corporate partners effectively. You will collaborate with our Home Office Major Gifts team on Major Donor cultivation and stewardship. As a recognized leader and fundraiser in the peer-to-peer space, you will coach and inspire your team to build successful event growth strategies through community and volunteer engagement.

In this key chapter leadership position, you will work closely with Chapter and cross-functional leadership developing ambitious, comprehensive development strategies

and goals that align with the Association's strategic plan and deliver measurable results. You will contribute your professional fundraising leadership experience in leading, coaching and mentoring your team of professional development staff.

This position is based in San Jose, CA or other Bay Area location, covering our chapter market of Northern CA and Northern Nevada.

We are also Family Friendly Workplace certified by Santa Clara County!

This role is right for you if;

- You are an enthusiastic and active member of the community, utilizing your engaging networking skills to build sustainable corporate and community partnerships to achieve organizational revenue goals
- You have a vision for building a comprehensive development strategy that produces aggressive revenue growth
- You are able to drive success and provide positive engagement with staff and volunteers through coaching, recognition, and mutual accountability
- You have successfully recruited, managed, and coached fundraising staff and volunteers to effectively implement best and proven practices to achieve fundraising goals with a priority on Walk to End Alzheimer's
- You are known as a uniter and have successfully built a positive, healthy, and inclusive team environment
- Your experience in providing inspirational leadership, oversight and implementation of fundraising programs has resulted in meeting or exceeding revenue goals around mass market events/special events, corporate sponsorship and other corporate gifts, pipeline development for major and planned gifts and other areas of development

What you Bring:

- Bachelor's degree preferred in sales/business or related field. CFRE is a plus but not required.
- 7+ years proven leadership experience in peer-to-peer, fundraising, and other diversified fundraising programs. Experience with mass market events like Walk is required
- Ability to effectively analyze and utilize data to increase productivity and enhance results
- Has a strong track record for networking and cultivating key C-Suite community and corporate leaders
- Proven success in bringing community and corporate leaders to the table to fulfill volunteer leadership roles

- Experience in strategic implementation planning, budget development and management
- Successful experience in supervising, coaching and motivating fundraising staff and volunteers
- Capable of working cross-functionally to build capacity
- Excellent written and verbal communications skills
- Attention to detail and solid project management skills
- Proficiency with applications for Google Suite (Gmail, Google calendar, Docs, Sheets, Slides), Microsoft Office Excel, and teleconferencing software, such as Zoom
- Proficiency with Internet and database/fundraising applications, preferably Luminato
- Ability and willingness to work a flexible schedule, including evenings, early morning and occasional weekends
- Willingness and ability to represent the Chapter at meetings and special events
- Ability to travel extensively in chapter territory, as well as occasional overnight travel
- Valid driver's license, proof of vehicle insurance and access to reliable, personal vehicle to meet travel requirements

Job Title: Vice President of Development –Northern California and Northern Nevada Chapter

Location: San Jose, CA or other SF Bay Area location

Full-time exempt based on minimum of 37.5 hours per week

Grade: 411, \$107,900 - \$200,000 annual salary depending on experience

Bonus \$15,000 sign on bonus, plus our amazing benefits!

Reports to: Region 2 Leader

Why choose the Alzheimer's Association?

The Alzheimer's Association is the leading voluntary health organization in Alzheimer's care, support and research. Our mission is to lead the way to end Alzheimer's and all other dementia- by accelerating global research, driving risk reduction and early detection, and maximizing quality care and support.

At the Alzheimer's Association, our employees are at the core of all we do. Our network of more than 1,900 employees across the United States makes a difference each and every day for those impacted by Alzheimer's and those at risk for the disease.

We warmly invite qualified applicants to consider this opportunity to make a life-changing impact on the millions living with Alzheimer's, their caregivers and those that may develop the disease in the future. Read on to learn more about the role, then visit our website www.alz.org/jobs to explore who we are and why we've been recognized as a Best Place to Work for the last twelve years in a row.

At the Alzheimer's Association®, we believe that diverse perspectives are critical to achieving health equity - meaning that all communities have a fair and just opportunity for early diagnosis and access to risk reduction and quality care. The Association is committed to engaging underrepresented and underserved communities and responding with resources and education to address the disproportionate impact of Alzheimer's and dementia.

The Alzheimer's Association is committed to diversity, equity and inclusion in the workplace and provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

Employees working 24 hours/week or more are eligible for a comprehensive benefits package, including medical, dental, vision, flex accounts, short and long-term disability, life insurance, long term care insurance, tuition reimbursement, generous Paid Time Off, 12 annual holidays and Paid Family Leave, as well as an annual Cultural & Heritage Day and Volunteer Day of their choosing. They are also eligible for our gold standard 401(k) retirement plan.

Full time employees (37.5 hours/week), will enjoy all of the above plus an annual School Visitation Day and an Elder Care Facility Day of their choosing.

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities

The contractor will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an

investigation conducted by the employer, or (c) consistent with the contractor's legal duty to furnish information. 41 CFR 60-1.35(c)

[Alzheimer's Association](#)

[Apply Now](#)