



Vice President Philanthropy

To Apply:

<https://www.paycomonline.net/v4/ats/web.php/jobs/ViewJobDetails?job=102031&clientkey=22FF4513AB37701A06793968F9AAE100>

Why Join our Team?

As a Canine Companions employee, you'll enjoy knowing that every day you make a difference in the lives of people with disabilities. You'll give independence and give a dog a job!

Canine Companions dedication to our mission is only equaled to our dedication to our employees.

Open to consider candidates who can work out of one of our following locations:

- Santa Rosa, CA
- Oceanside, CA
- Orlando, FL
- Medford, NY
- New Albany, OH
- Irving, TX

FULL-TIME BENEFITS:

- Comprehensive benefit program including employer-paid medical, dental and vision for staff
- 14 paid holidays, including an Inclusion Holiday
- 17 paid days off (Paid time off, PTO), including additional hours to serve your community
- Employer matched 403(b) retirement plan
- Employee Assistance Program/Wellness Programs
- Diversity, Equity and Inclusion Committee dedicated to ongoing efforts to foster a diverse and inclusive workplace by setting actionable goals and evaluating progress

“At Canine Companions, not only do you know you’re helping people live more independent lives, but you get to meet our clients and hear about the ways their dogs have enhanced their lives – it’s truly an amazing place to work.”

PR and Marketing Coordinator

About the Position

The Vice President Philanthropy is responsible for driving revenue growth for Canine Companions and for managing the day to day operations of the Philanthropy department. The Vice President works the head of Philanthropy to foster a culture of philanthropy within the organization and contribute to developing the organization’s fundraising goals and best practices. The position works closely with marketing, program and other departments to align goals of philanthropy with work done by the other departments.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned as needed:

- Develops performance measures; ensures, monitors and evaluates the efficacy of the philanthropy program.
- Helps formulate goals and strategies for community events. Directs the implementation of community events so that income and community awareness goals are achieved. Ensure consistent guidelines and quality participant experience across organization.
- In conjunction with Senior Vice President of Philanthropy, establishes personnel accountabilities for philanthropy staff and evaluates performance regularly.
- Expands and leads the major gift program and works with the Senior Vice President of Philanthropy to develop nationwide goals and prospecting strategies for major gifts.
- Works with Regional Executive Directors in a concerted effort to develop and solicit major gift prospects, maximizing efficiency and productivity.
- Supervises, coaches and advises executive directors. Ensure that philanthropy efforts are coordinated nationally and that effective communication among regions occur, and standardize a suite of tools to support regional fundraising efforts.
- Facilitates development and standardization of best practices in the various philanthropy functions.
- Ensures implementation of a strong donor engagement and stewardship program across all regions.
- Personally identifies, cultivates, solicits and stewards donors and facilitates solicitation efforts by professional staff and key volunteers. Carries a personal portfolio of donors and prospects.
- Ensures compliance with all relevant regulations and laws and oversees accountability standards to donors. Ensures compliance with code of ethical principles and standards of professional conduct for fundraising executives.
- Working in collaboration with the HQ Marketing staff, develop content appropriate to established advancement goals and the market segment targeted. Incorporates analysis showing key donor characteristics and suggesting segmentation and media strategies appropriate to specific demographics.
- Attend meetings, perform research, and communicate with all regions to understand regional issues and difference and work towards achieving standardization.

- Ensure appropriate adaption of Salesforce system and ensure data is entered accurately and in a timely manner by all philanthropy staff.
- Be accountable not only for direct responsibilities outlined in this job description but also to serve fellow staff and other constituents with whom position interacts. Ensure actions and communications follow core values.

EXPECTATIONS:

To be successful in this position:

MUST HAVES:

- Strong communication skills (written, oral and listening).
- Collaborative style and flexibility with the ability to adapt to changing priorities.
- Mission-driven commitment to the highest standard of professionalism and best fundraising practices.
- Excellent time management and organization skills with ability to perform several tasks concurrently.
- Experience in managing, training and motivating staff, volunteers and stakeholders.
- Ability to perform public presentations; strong interpersonal skills.
- Ability to organize and maintained detailed records and meet deadlines.
- Ability to plan, analyze and translate data into developed plans.
- Proficient in the use of computers; spreadsheets, email and other database applications.
- A minimum of seven years of leadership and management expertise, and at least nine years fundraising experience in a professional position.
- Demonstrated success in managing and implementing a comprehensive fund development program and generating charitable contributions. Leadership and supervisory skills to motivate and manage both onsite and regional employees.

NICE TO HAVES:

- BA or BS degree in non-profit management.
- Membership in a professional fundraising association.

SCHEDULE: Full Time. Evening hours may be required. Travel and weekend work required.

PAY: \$160,000 - \$170,000 per year

We recognize that people come with a wealth of experience and talent beyond just the technical requirements of a job. If your experience is close to what you see listed here, please still consider applying. Diversity of experience and skills combined with passion is a key to innovation and excellence. Therefore, we encourage people from all backgrounds to apply to our positions. Please let us know if you require accommodations during the interview process.

The base salary range above represents the low and high of the range for this position. Actual salaries will vary and may be above or below the range based on various factors including but not limited to location, experience, and performance. The range listed is just one component of total compensation package for employees.

Pursuant to local Fair Chance Ordinances, we will consider for employment qualified applicants with arrest and conviction records.