

## Senior Leadership Opportunity

<b>TITLE:</b>	Senior Vice President, Philanthropy
<b>REPORTS TO:</b>	Executive Vice President and COO
<b>SUPERVISES:</b>	A team of twenty-nine staff members, including three (3) direct reports
<b>LOCATION:</b>	Washington, DC
<b>WEBSITE:</b>	<a href="http://www.nationalparks.org">www.nationalparks.org</a>

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The National Park Foundation (NPF) is seeking to hire a **Senior Vice President, Philanthropy** to establish and execute short- and long-term fundraising goals & plans and develop best-in-class donor stewardship, aimed at increasing philanthropic support from individuals, foundations, and corporations in support of NPF's goals.

### ABOUT THE FOUNDATION

The National Park Foundation works in partnership with the National Park Service to enrich America's national parks by providing support, expanding partnerships, and inspiring generations of national park enthusiasts.

Chartered by Congress in 1967, NPF is founded on a legacy that began more than a century ago, when private citizens from all walks of life took action to establish and protect our national parks. Today, NPF carries on that tradition as the only national charitable nonprofit whose mission is to directly support America's 413 national park units through three distinct focus areas: protecting America's national parks through critical conservation and preservation efforts; connecting all Americans with these special places and our nation's vibrant culture and rich history; and inspiring lifelong engagement of the next generation of park stewards.

### THE NATIONAL PARKS CENTENNIAL AND SECOND CENTURY

America's national parks have always depended on private philanthropy. The generosity of individuals, foundations, and corporations has been essential, since the beginning of the national parks, not only in creating and protecting these special places, but in achieving a margin of excellence in our parks that park visitors have come to expect.

As the National Park Service Centennial year concludes, private philanthropy will be more important than ever to meet the challenges – and opportunities – of an expanding system enjoyed by more than 315 million visitors in 2016. To safeguard our national treasures and hallowed places and to interpret the stories that define who we are and what we value, we must significantly expand the amount of private financial resources committed to these purposes. This is even more necessary as we enter the second century of the National Parks when a changing climate, shifting demographics, and increased visitor use will pose even bigger challenges to these special places.

## POSITION SUMMARY

- The Senior Vice President, Philanthropy will be responsible for strategic yearly and multi-year fundraising plans and achieving their measurable goals and objectives, including those for *The Centennial Campaign for America's National Parks*.
- S/he will have a portfolio of top major gift donors and prospects and will be responsible for securing gifts commitments from them.
- S/he will contribute by employing and role modeling key processes and programs that support an office-wide focus on collaboration, efficiencies, and metrics-based performance outcomes, in addition to primary role responsibilities.

## KEY RESPONSIBILITIES

### Leadership & Strategy

- Serve as a key member of NPF's senior leadership team, contributing to overall organizational strategies and representing the priorities of the functions related to philanthropy. Participate in promoting an organizational culture that values long-term strategic thinking, creativity/innovation, collaboration, and high performance.
- Collaborate with NPF senior leadership, board of directors, and national council to establish and execute short- and long-term fundraising goals & plans aimed at increasing philanthropic support from individuals, foundations, and corporations in support of NPF goals. Develop and execute plans and strategies to successfully complete *The Centennial Campaign for America's National Parks*.
- Evaluate progress in achieving financial and management objectives. Identify and align on a set of key metrics to evaluate success; monitor progress to goals; and respond to feedback to improve results.
- Achieve or exceed fiscal-year department goals in addition to achieving and exceeding personal portfolio goals.

### Prospect Development

- Significantly increase the number of individual, foundation, and corporate donor prospects to build a more robust pipeline of major gift donors.
- Communicate, both verbally and through written materials, photographs, and videos, a strong case for support that resonates with the passion and interests of NPF donors and prospects.
- Drive the prospecting of new partnerships through research on funding sources and trends to help position NPF ahead of major funding changes or trends.
- Cultivate strong and cooperative working partnerships with all philanthropic sectors, and have the presence and stature to engage the highest levels of leadership with these individuals and organizations.

### Donor Relations/Stewardship

- Oversee the management and stewardship of existing and new relationships with individual, corporate, and foundation partners, ensuring their needs are met and they are engaged on a meaningful level with NPF. Ensure recognition and stewardship programs are established that enable donors to understand and appreciate the impact their gifts are having.

### Team Management & Development

- Lead by example through managing a personal portfolio of top major gift prospects, including holding individual meetings to cultivate, solicit, secure, and steward gift commitments.

- Serve as a motivating leader and team-builder, playing a crucial role in shaping strategy, representing NPF in many external relations areas, and supporting the interests of the board of directors.
- Attract, retain, lead, motivate, and inspire a strong and cohesive fundraising team and ensure high levels of professionalism, results, and accountability.

#### **REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES**

- Strong affinity for our national parks.
- Deep, broad knowledge of fundraising strategies and programs.
- Strong ability to positively impact both strategic and tactical fundraising and partnership initiatives. High energy and passion for NPF's mission is essential.
- Strong ability to build and lead a team as well as work in partnership with other staff, individual donors, corporations, and foundations.
- Excellent organizational skills, with the ability to manage and prioritize multiple tasks and work within tight deadlines, while maintaining disciplined focus on program goals and measurable objectives.
- Strong attention to detail and the ability to solve complex problems.
- Excellent interpersonal and communication skills, as well as the ability to build collegial relationships across system service lines and strategic priorities.
- Ability to communicate effectively with high-net-worth individuals.
- Ability to influence and engage a wide range of donors and build long-term strategic relationships.
- Flexible and adaptable style.
- Positive attitude and proven success as a strong coach, mentor, team builder, and motivator.
- Creativity and an entrepreneurial spirit; willing to try new ideas and think "outside the box" and will motivate others to do the same.
- Availability for some evening and weekend work.

#### **PREFERRED EDUCATION AND EXPERIENCE**

- At least 10 years of progressively responsible experience in growing fundraising programs and results, especially major gifts, along with proven supervisory experience.
- Bachelor's degree required; advanced degree and/or record of continuing professional development preferred.
- Experience and expertise in developing and implementing cohesive, innovative, and integrated fundraising strategies that yield significant revenue growth.
- Demonstrated success managing a donor/prospect portfolio and securing six- and seven-figure major gifts and grants from individuals and foundations.
- Strong track record as an effective, team-oriented leader, coach, and mentor.

#### **COMPENSATION AND BENEFITS**

The National Park Foundation offers a competitive salary and benefits program. Compensation for this opportunity will be commensurate with the level of responsibility of the job and experience of the candidate. Principal candidates should submit a cover letter and resume to [resumes@nationalparks.org](mailto:resumes@nationalparks.org) referencing "SVP, Philanthropy" in the subject line of the email.