



Senior Vice President, Fund Development

The South Bronx Overall Economic Development Corporation's (SoBro) mission is to enhance the quality of life in the South Bronx by strengthening businesses and creating innovative economic, housing, educational and career development programs for youth and adults.

This is an exciting time for SOBRO. As we look to the future, SOBRO is experiencing its own reinvention and revitalization to better meet our community's ever-changing needs. This includes deepening existing partnerships and developing new ones.

SoBro's programs are designed to foster economic development, affordable housing, adult education, workforce development, helping at-risk youth to succeed for South Bronx residents and employers.

Historically, government and quasi-governmental organizations funded SoBro. Moving forward, we are transitioning from largely single source funding to multi-source funding which will require strategic thinking, networking, and execution skills.

Overview of the Position

Reporting to the President/CEO, the Senior Vice President (SVP) serves as a key leadership team member and an active participant in developing fundraising strategies affecting SoBro. In close collaboration with the CEO, the SVP will develop and execute strategies to foster an innovative, diversified funding model that incorporates traditional fundraising elements, namely corporate and foundation partnerships, and individual giving. In partnership with program staff and senior leadership, the SVP will lead the program development in response to City, State and Federal funding opportunities and ensure that comprehensive and competitive applications and responses to Requests for Proposals (RFPs) are submitted on behalf of SoBro to ensure funding is secured for the delivery of services. The ideal candidate will be an experienced professional with a passion for building effective teams, fostering a culture of philanthropy throughout the organization, and implementing systems to maximize efficiency and meet goals.

Primary responsibilities will include:

Organizational Leadership

- Ensure development and execution of all proposals; write and archive all proposals with a long-term relationship-management approach ensure timely submission of funding applications to public and private institutions.
- Oversee research funding sources and trends, with foresight, to help position SoBro ahead of major funding changes.
- Develop and support marketing and public information opportunities and campaigns including management and upkeep of the organization's website and social media presence.
- Monitor and report regularly on the progress of the development program.
- Utilizing a data-driven approach to effectively identify potential donors and refine SoBro's fundraising efforts.
- Partnering on the development of organizational-wide and development-specific strategy.
- Lead public marketing activity via social media, newsletters and other outreach collateral.

Board Partnership & Cultivation

- Support the development and manager of Board Fundraising and Development committee.
- Alongside the CEO and CAO, identify and cultivate new Board members.

Strategic Fundraising

- Partnering closely with the CEO and other members of the leadership team as the primary facilitator in fundraising efforts with philanthropic investors, institutional foundations, and family offices/foundations, serving as part of an entrepreneurial team to raise the philanthropic capital needed to augment SoBro's revenues.
- Advise on strategy, edit and refine written fundraising proposals, pitch decks, reports, acknowledgements and other fundraising collateral for institutional and individual donors.
- Manage systems for timely reporting and stewardships of all gifts.
- Creative strategy for driving increases individual gifts, including events, giving programs, and cultivation programs and campaigns.

Ideal candidates for the SVP, Development opportunity will possess the following skills and attributes:

- At least 10 years of experience building sophisticated partnerships and alliances, primarily with individuals and national corporate, foundation, and/or government funding partnerships.
- A personal commitment to diversity and inclusion; demonstrated interest in and passion for supporting people within communities that are often overlooked, such as people of color, women, and disconnected youth.
- Strong communications and presentation skills, with significant experience pitching, presenting, and engaging audiences, leveraging metrics to demonstrate return on investment.
- Leadership experience in creating and executing development strategy involving multiple departments, and teams.
- Demonstrated skills in management, with an eye toward coaching, developing, and empowering staff.
- Experience growing and managing a Board of Directors who are directly involved in the fundraising process.
- Highly organized, with a systems-minded and data-driven approach.
- Professional maturity and a high EQ.
- Excellent change management skills, with an entrepreneurial approach and an appetite for working in a fast-paced, high-growth environment.

Job Location

- SoBro's offices are fully accessible via public transportation – adjacent to the #2 and #5 subway trains in the heart of the South Bronx's commercial district.
- SoBro is currently operating on a hybrid remote/in office work model.

Salary

Salary range of \$110,000 - \$120,000 dependent upon alignment with qualifications and experience.

SoBRO provides equal employment opportunity for all applicants for employment without unlawful discrimination as to race, creed, color, national origin, sex, age, disability, marital status, sexual orientation or citizenship status.