

Vice President, Fund Development
South Bronx Overall Economic Development Corporation (SOBRO)
Job Description

Background: 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. SoBro is based in the South Bronx but serves the entire borough as well as areas of East and Central Harlem. For over 50 years, this comprehensive community and economic development nonprofit has helped youth to develop and grow, provided educational and vocational opportunities for adults, supported children with afterschool programs, brought new industries and businesses to the neighborhood, developed and managed housing which is affordable for low- and moderate-income individuals and families, created standards and resource opportunities for industrial businesses, promoted MWBEs and increased contracting opportunities for all small businesses.

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. 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. SoBro is looking for a Vice President, Fund Development to work closely with the CEO to develop and execute strategies that will foster an innovative, diversified funding model that incorporates traditional fundraising elements, namely corporate and foundation partnerships, and individual giving.

Position: Reporting to the President/CEO, the Vice President (VP) serves as a key leadership team member and an active participant in developing fundraising strategies affecting SoBro. In partnership with program staff and senior leadership, the VP 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.

Specific Responsibilities

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.

Qualifications

Ideal candidates for the VP, Fund 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.

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.

Salary

Salary range of \$110,000- \$115,000 dependent upon alignment with qualifications and experience.

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.

To Apply: SoBro has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations, and applications may be directed in confidence to:

Elly Kirschner, Senior Director

Harris Rand Lusk, 260 Madison Avenue, 15th Floor, New York, NY 10016

Please send resume and cover letter with "VP Fund Dev" in the subject line of your email to:

ekirschner@harrisrand.com