

VICE PRESIDENT OF PHILANTROPY

Reports To: President and CEO
FLSA Status: Exempt

WHO WE ARE

Greenville County continues to draw national attention as a popular destination for visitors and a magnet for new development. Too many people do not share in the success we enjoy as a larger community—they have been left out or left behind. Right now, nearly 60,000 people are experiencing poverty in our county. As the largest poverty-fighting organization in South Carolina, United Way of Greenville County's unique ability to take on challenges like affordable housing, education, job training, transportation and other complex community issues—all at the same time—is unmatched.

WHAT WE DO

We mobilize individuals and convene partner agencies, corporations, and community leaders to make broad, systemic change like no other organization can.

United Way values the abilities and perspectives that make each person who they are: empowering our employees to reach higher, think differently, act innovatively, and work collaboratively. People who work here provide the energy, expertise, and creativity that is critical to creating the lasting change our community needs—and the opportunities to succeed that everyone deserves.

As a funder, partner and convener, United Way of Greenville County works with the entire community to build resources, focus investments, and foster partnerships that create lasting solutions to big community problems.

Mission and Vision

Mission:

We mobilize people and resources to improve lives, strengthen the community and advance equity for the benefit of all.

Vision:

A Greenville County where all people have access to the opportunities to achieve their full potential.

POSITION OVERVIEW

Reporting to the President and CEO of United Way of Greenville County, the vice president of Philanthropy will serve as a member of the senior leadership team. The vice president of Philanthropy will be responsible for developing and executing against a comprehensive plan to raise money for our 2023-2030 strategy, [How We Win: Our Strategy for Community Change \(unitedwaygc.org\)](https://www.unitedwaygc.org). The team member in this role will have the opportunity to shape and realign

philanthropic fundraising efforts and continue to build upon the success of the philanthropic team.

DUTIES & RESPONSIBILITIES

Guidance of Philanthropic Efforts

- Assess the fundraising potential of individuals, family foundations and philanthropic foundations and craft a comprehensive multi-year strategy that will maximize philanthropic potential as well as sustain long-term growth in unrestricted, restricted, and endowment funds.
- Develop a strategic, collaborative fundraising program that deepens and diversifies the funding base and increases restricted and unrestricted funds from all constituencies; carefully monitor the costs associated with fundraising; and ensure that internal resources are appropriately utilized.
- Recognizing the changing nature of philanthropy and the desire of individuals to become involved in an organization they support, work with community impact and marketing teams to expand individual giving.
- Develop and execute a strategy to successfully secure planned gifts in support of United Way.
- Expand the donor base by optimizing philanthropic support from existing donors while simultaneously developing new revenue streams from untapped audiences.
- Develop donor-centric strategies; introduce progressive thinking along with an understanding of philanthropic trends and best practices.

Outreach & Fundraising

- Build community excitement and energy around the organization's mission and activities; serve as a key member of the Greenville County community and represent United Way to various external audience.
- Develop clear, cohesive, and compelling messaging that describes the strengths and aspirations of United Way, its funding priorities, and its leadership, and disseminate that information through various forms of media and in ways that excite the community about the organization's key initiatives and future direction.
- Systematically and strategically identify high-net-worth individuals, and foundations capable of making gifts in support of United Way; formulate cultivation plans and solicitation strategies for gifts that will galvanize new contributions to the organization and excite and energize the Greenville County community.
- Identify opportunities for prospects and donors to share their knowledge and offer their time in support of United Way, providing an impact beyond their financial resources.
- Serve as a leader and expert resource for gift officers in developing effective prospect strategies that lead to the meaningful engagement of potential donors and the successful solicitation of gifts.

Engagement of Leadership

- Partner with and support the president and CEO to ensure her efficiency and effectiveness as the organization's chief spokesperson and fundraiser.

This is not a contract. No information in this document will alter the At-Will Employment Relationship.

- Serve as a key member of the senior leadership team and update the group, along with volunteer leadership, on United Way's revenue generation program and all factors influencing it.
- Build and maintain strong, collaborative, and productive relationships with the leadership team, especially the vice president of Corporate Engagement.
- Establish open communication with the board; provide information to them on the progress of fundraising efforts; actively and meaningfully engage them in outreach efforts.

Staff Management

- Oversee the philanthropy team; ensure staff members are well prepared to meet the goals and aspirations of United Way leaders and employ a proactive, externally focused approach to generating philanthropic support.
- Foster an environment of achievement and ensure staff accountability for excellence through clearly defined and measurable goals; celebrate current achievements and set clear expectations for future success.
- Provide staff members with opportunities for professional development; ensure that team members stay abreast of trends in philanthropy and factors that may impact individual giving.

Required Skills, Knowledge and Experience:

- At least 5+ years of progressive fundraising experience in a similar role is required along with demonstrated expertise in consultative sales experience and strategic philanthropy knowledge, skills and abilities.
- Ability to successfully deliver results in a fast-paced, dynamic environment.
- Ability to lead, manage, and motivate team members to achieve fundraising and organizational goals.
- Must work well under pressure, be flexible, creative, and enthusiastic.
- Outstanding project management skills; extremely organized with ability to manage multiple priorities.
- Demonstrated ability to establish and maintain effective working relationships with all levels of United Way staff as well as donors, community partners, vendors and other constituents.
- Ability to tactfully handle stressful situations, negotiate and resolve conflicts, maintain confidentiality and to respect and observe organizational protocols.
- Ability to travel regularly to meet with donors and/or attend special events. Flexibility to adjust schedule to work evenings and weekends as needed.
- Working knowledge of Microsoft Office Products.

Mental & Physical Demands- ADA Guidelines				
Physical Demands				
Stand	<input type="checkbox"/> Constantly	X Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Walk	<input type="checkbox"/> Constantly	X Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Sit	<input type="checkbox"/> Constantly	X Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Handling / Fingering	<input type="checkbox"/> Constantly	X Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
Reach Outward	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
Reach Above Shoulder	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
Climb	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
Crawl	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
Squat or Kneel	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
Bend	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
Lifting Requirements				
10 pounds or less	<input type="checkbox"/> Constantly	X Frequently	<input type="checkbox"/> Occasionally	<input type="checkbox"/> N/A
11 to 20 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
21 to 50 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
51 to 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
> than 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
Pushing and Pulling Requirements				
12 pounds or less	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
13 to 25 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
26 to 40 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	X Occasionally	<input type="checkbox"/> N/A
41 to 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
> than 100 pounds	<input type="checkbox"/> Constantly	<input type="checkbox"/> Frequently	<input type="checkbox"/> Occasionally	X N/A
Definitions				
N/A	Not Applicable	Activity is not applicable to this occupation		
O	Occasionally	Occupation requires this activity up to 33% of the time (0 - 2.5+ hrs/day)		

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F	Frequently	Occupation requires this activity from 33% - 66% of the time (2.5 - 5.5+ hrs/day)
C	Constantly	Occupation requires this activity more than 66% of the time (5.5+ hrs/day)

Submit your resume and cover letter directly to talent@unitedwaygc.org with **Vice President of Philanthropy** in the subject line. Qualified candidates that bring a diversity of thought, experience and background are encouraged to apply.

United Way of Greenville County offers competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer include: health, dental and vision insurance where United Way of Greenville County pays generously towards the cost of these benefits for eligible employees and their families.

United Way of Greenville is an equal opportunity employer and value diversity. All employment is decided on the basis of qualifications, merit and business need.