



SVP Seattle
www.svpseattle.org

Position Opening

Position

Social Venture Partners Seattle (SVP Seattle) is seeking a **Director of Philanthropy Development**

Organizational Background

Social Venture Partners builds powerful relationships among people and organizations that are out to make our world a better place. With a network of more than 2,300 engaged donors in 29 cities, we cultivate effective philanthropists, fund and strengthen nonprofits, and invest in collaborative solutions to critical social challenges.

Job Description

The Director will oversee SVP's philanthropic development efforts, including responsibility for philanthropy and fund development strategies. The ideal candidate will possess strong interpersonal skills, experience on a management team and with strategic planning, and intellectual ability to contribute to SVP's future direction. This position is focused on working with individual SVP Partners to maximize their goals through their SVP experience and directly impact SVP's business goals of Partner engagement, retention, and giving. And be part of the senior leadership team for SVP.

As a partner organization, SVP's funding comes primarily from our current Partner families. We recently started asking current partners to renew at a level commensurate with their financial capacity and passion for the mission and we want to continue to develop that strategy. We have also barely started reaching out to our former partners and see this as untapped potential. And we have not in the past applied for institutional grants and want to explore that avenue.

This position is responsible for Partner "life cycle management." SVP Partners are involved in a wide range of activities – grant making, strategic volunteering, educational sessions, etc. - and at greatly varying levels of engagement. This position will include ongoing relationship-building and engagement, including conversations with Partners about their level of giving. This requires a significant amount of one-on-one and small group interaction with members.

Responsibilities:

- Ownership and development (with Exec Director) of SVP's strategies for Philanthropy and Fund Development
- Develop ongoing, strong relationships with several hundred members / philanthropists and help them identify and attain their community goals, both within and outside SVP. Own philanthropy development outcomes.
- Design and implement high-level cultivation, solicitation, and stewardship strategies intended to strengthen relationships with current and former partners and to increase revenue.
- Lead annual member renewal processes, including fund development conversations and asks
- Staff Lead for addressing realignment of philanthropy development activities in FY13-14
- Investigate foundation grants, assess feasibility, and prioritize such grants.
- Manage SVP Conservation Leaders program (in partnership with Brainerd Foundation)
- Participate in SVP International network activities.
- Manager of 3 direct reports
- Represent SVP to external audiences.

SVP has a small staff and an entrepreneurial culture which means all are willing to "roll up their sleeves" and perform administrative tasks as well as the more strategic ones. This position also requires flexibility for occasional evening events.

Qualifications

- Commitment to the mission, model and work of Social Venture Partners
- Expertise working and thinking at strategy level - philanthropy and fund development, preferably at least 5-10 years' experience
- Experience working and interacting directly with philanthropists, civic leaders, and high net worth donors
- Comfortable making fund asks of philanthropists
- Prior management experience
- Enjoys working in a small office and can work well in a highly collaborative and fluid work environment.
- Strong interpersonal and relationship skills, including facilitation and contact management.
- Capacity to work effectively with a wide range of personalities and working styles.
- Excellent written, verbal, and organizational skills; outgoing personality.
- Comfortable with Microsoft Office products and ability to learn new software. We use Salesforce and SharePoint.
- Ability to work flexible hours

Compensation

Salary is in the \$70-75K range, DOE. Benefits include 403(B) with 5% employer match, medical/dental/vision insurance, disability insurance and excellent vacation package.

Employment Policy

As an equal opportunity employer, SVP embraces diversity and does not discriminate in employment on the basis of age, race, creed, gender, religion, marital status, veteran's status, national origin, disability, or sexual orientation.

Application Process

Please submit cover letter (2 pages maximum) and resume to info@svpseattle.org with the subject line "DIRECTOR OF PHILANTHROPY DEVELOPMENT" no later than March 1, 2013. Position is open until filled, however SVP ideally seeks to have a person in place by April 1, 2013.

Given the large volume of applications we expect to receive, we will be unable to respond personally to individual applicants.