Project Angel Heart
Seeks
Vice President of Development

Position Overview:
Project Angel Heart improves health and well-being for people with life-threatening illnesses by preparing and delivering medically tailored meals throughout both Metro-Denver and El Paso County and promoting the power of food as medicine. The VP of Development leads the organization’s fundraising efforts by engaging a robust, diverse, and growing community of donors, leading a high-performing development team, and inspiring volunteer fundraisers in the community.

Project Angel Heart has a broad and strong donor base with 7,000 annual, individual donors as well as hundreds of corporate and foundation donors that comprise its annual, operating budget of $4.5M. Project Angel Heart’s donor base includes over 500 sustaining donors, with 340+ members in annual giving clubs of $1,000 or more, and over 100 members in the planned giving program, Legacy Circle. Project Angel Heart’s development efforts have seen growth that have outpaced national benchmarks thanks to a base of very engaged donors and volunteers and a competent, high-functioning team.

The incoming VP of Development will inherit a strong fundraising program, informed by best practices, and a dedicated team working with individual, corporate, and foundation donors. Project Angel Heart has three high-caliber events that provide opportunity for donor acquisition and engagement. Project Angel Heart’s fundraising programs have opportunity for continued growth that matches Project Angel Heart’s ambitions for expanded service.

This position will be a key part of the senior leadership team at an exciting time. Project Angel Heart has been engaged in groundbreaking research and new programs within the health care community, and will be embarking on a new strategic plan this spring. This position will be at the forefront of those initiatives, working in concert with the CEO, Board of Directors, and senior leadership team.

Amount of Time and Status: Exempt, full-time; frequent evening and weekend events required
Reports to: President/CEO
Supervises: Directly or indirectly oversees development department members, currently six additional FTEs

Essential Responsibilities:
The VP of Development provides strong vision, leadership, strategic planning, direction, and evaluation in designing and meeting the agency’s annual fundraising plan goals by ensuring success in:

- Leading and managing a strong team of fundraisers
- Leading volunteer committees including the Fund Development Committee and the Board of Directors to shape strategy and meet fundraising goals
• Developing strategy, goals, accountability and objectives for the team
• Ensuring the design and implementation of the fundraising plan including meeting financial and performance goals
• Growing and maintaining an individual, foundation, and corporate major gifts portfolio that is performing to goal with emphasis on donor meetings, engagement, and cultivation
• Working with staff and volunteers of the organization to advance the fundraising goals of the organization

Preferred Qualifications:
• Passion for Project Angel Heart’s mission
• Bachelor’s degree required; master’s degree preferred
• Minimum of seven years of increasing responsibility in directing development programs with multiple staff members, including experience in serving as an organization’s most senior level development professional
• Strong supervisory experience, with proven ability to motivate and positively challenge development department members with retention in mind
• Proven track record of cultivating and securing major and annual gifts
• Proven track record of cultivating and securing corporate sponsorships/gifts
• Proven track record of recruiting and managing volunteer fundraising committees and working closely with Boards of Directors
• Excellent administrative, written and verbal communication, and management skills adaptive to a fast-paced and evolving environment
• Strong relations in Colorado’s philanthropic community
• Strong interpersonal skills regarding judgment, discretion, confidentiality, patience, reliability, accuracy and expedience
• Exceptional listening skills, highly developed emotional intelligence, and ability to use different styles based on situational requirements
• Willingness and ability to maintain confidential information
• Willingness and ability to work effectively with diverse populations including people of all races/ethnicities, religions, sexual orientations and gender identities, among others
• Valid Colorado Driver’s License and own transportation required

Working Environment/Physical Activities
Work environment is an office setting with much time also spent out in the community attending meetings and functions. Physical activities include: standing for long periods of time, sitting at a desk and working on a keyboard and computer; and conducting business over the telephone and via email. Position requires driving a vehicle on occasion, moving agency materials up to 45 pounds, and moving materials of up to 45 pounds in and out of a vehicle.

Compensation:
Project Angel Heart offers competitive benefits, including comprehensive health insurance options, long-term disability and life insurance, medical, parental and family leave benefits, generous paid time off, wellness and meal benefits, employee assistance and perks programs, and matching retirement fund after one year of employment. Pay will be commensurate with experience.

Application Procedure:
Please submit resume and cover letter to John DellaSalle, Tennison Group, at jdellasalle@tennisongrp.com. The Tennison Group is a search firm conducting this search. Project Angel Heart values diversity and inclusivity and is thus always looking to diversify our staff with an eye toward race and ethnicity, sexual orientation, gender, and age, among other areas. Candidates who bring such diversity are encouraged to apply. Target start date: Flexible; as soon as possible.