Project Angel Heart
Seeks
Vice President of Development

Position Overview:
Project Angel Heart seeks an experienced, values-driven executive who is ready to lead a high-performing team to achieve ambitious year-on-year fundraising targets. The successful candidate will be a self-motivated, detail-oriented strategic thought leader who enjoys the organization's "roll up your sleeves" attitude and engaging one-on-one with a motivated, familial donor base. This person will also be a data-informed decision maker who is able to leverage Project Angel Heart’s robust reporting and tracking systems to the best outcomes for the organization.

For nearly 30 years, Project Angel Heart has improved the health and well-being of Coloradans living with life-threatening illnesses by preparing and delivering medically tailored meals across the state while promoting nutrition and the power of food as medicine. The Vice President of Development leads the organization’s efforts by engaging a robust, diverse, and growing community of donors, managing an experienced team of development professionals, and stewarding a diverse community of volunteer fundraisers.

Project Angel Heart has a broad and strong donor base with 7,000 annual, individual donors as well as hundreds of corporate, government and foundation donors that comprise its annual, operating budget of $4.5M (FY 20). Project Angel Heart’s donors include over 500 sustaining givers, with 340+ members in annual giving clubs of $1,000 or more, and over 100 members in the planned giving program, Legacy Circle. The organization’s development efforts have consistently & significantly outpaced national benchmarks.

This position will be a key part of the executive leadership team at an exciting time. Project Angel Heart’s reputation for excellence and impact has positioned it as an essential service provider in the response to COVID-19 in the state. Additionally, the organization was selected by a major third-party insurance provider to participate in a multi-million dollar national study on the health impacts and cost benefits of medically tailored meals. Finally, as Project Angel Heart reaches its 30 year milestone in 2021, the senior leadership team and Board of Directors are in the midst of shaping its next five year strategy.

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:

- Provide strong vision, leadership, and direction by designing and achieving the agency’s annual fundraising goals
- Create and execute a growth-focused annual development strategy that is supported by quarterly and monthly targets which are themselves reinforced through detailed reporting and accountability systems to include both Denver and Colorado Springs efforts
- Manage and mentor a team of development professionals that empowers individual members to prioritize goals and achieve results
- Identify, recruit and steward a portfolio of high level donors, utilizing data and regular moves management practices along with the entire department
- Guide the fundraising efforts of the Board of Directors and the Fund Development Committee through motivational leadership that helps develop practical plans to leverage their personal and professional networks
- Serve as a strategic thought leader on the Executive Leadership team by providing input on organization wide objectives, strategic planning, and special projects
- Lead as an ambassador for the organization, representing Project Angel Heart within the community when appropriate

Preferred Qualifications:

- Passion for Project Angel Heart’s mission
- Bachelor’s degree required; master’s degree preferred
- Strong database skills; experience and competence in Blackbaud’s® Raiser’s Edge platforms highly preferred
- Minimum of seven years of increasing responsibility in directing development programs with multiple staff members, including experience 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 individual 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 expediency
- 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.