



Director of Corporate and
Foundation Giving

Cohen Veterans Network

Stamford, CT | Winter 2019

Kieran McTague

SENIOR VICE PRESIDENT AND DIRECTOR, NEW YORK, PRINCIPAL

Development Guild DDI

(800) 537-9011 x305

kmctague@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

Cohen Veterans Network seeks a Director of Corporate and Foundation Giving to design and implement a strategic development plan focused on foundation and corporate gifts.

About Cohen Veterans Network

Cohen Veterans Network (CVN) was founded by philanthropist Steven A. Cohen in April 2016. Mr. Cohen made a commitment of \$275 million to build a network of mental health clinics for veterans and military families. In order to get ahead of transition challenges before they become chronic or acute, CVN's focus is on post-9/11 veterans and families of both active duty personnel and veterans. Each Cohen Clinic serves veterans based on their specific needs and can see pre-9/11 veterans, based on clinic availability. Cohen Veterans Network is a key piece of Steven A. Cohen's long-term commitment to support veterans and military families. Mr. Cohen's work with veterans began in part because of a personal connection – his son served in the United States Marine Corps.



CVN's mission is to improve the quality of life for veterans and their families. CVN works to strengthen mental health outcomes and complement existing support, with a particular focus on post-traumatic stress as well as other mental health conditions such as anxiety and depression. The organization's vision is to ensure that every veteran and family member is able to obtain access to high-quality mental health care that can help them to lead fulfilling and productive lives.

CVN is the largest private mental health system focused on post-9/11 veterans and their families. CVN is building a network of customized, outpatient clinics for veterans and their families in high-need communities, with trained clinicians who deliver holistic evidence-based care—both on site and via telehealth— all to improve mental health outcomes.

To date, CVN has established 14 military family clinics across the nation, with a goal of 25 clinics by early 2021. At each clinic, veterans and family members are eligible for personalized, evidence-based mental health care along with case management support and referrals for related needs including employment, finances, housing, and legal issues.

CVN is based in Stamford, CT and has an office in Silver Spring, MD. The Director of Corporate and Foundation Giving will be based in the Stamford, CT headquarters.

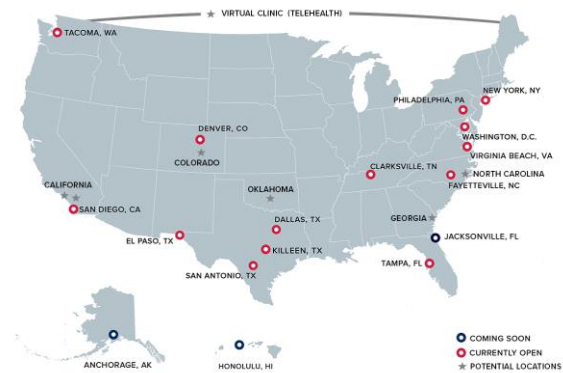
About the Position

The Director of Corporate and Foundation Giving is a newly established position and will report to the Senior Vice President of Advancement. The new Director will be responsible for developing and managing a strategic plan for soliciting public foundations and the diverse corporate sector to support local clinics as part of a long-term sustainment strategy.

The Director will collaborate with the Senior Vice President of Advancement, other members of senior leadership, and key staff to identify and develop compelling funding opportunities for corporate and foundation support.

Key Responsibilities

- Design, implement, and oversee a comprehensive, proactive development plan focused on expanding and enhancing corporate and public foundation relationships and building strategic partnerships;
- Identify emerging business leadership and corporate trends with a special emphasis on developing high value-exchange corporate alliances;
- Forecast upcoming annual corporate and foundation application needs and deadlines;
- Prepare and maintain calendar and schedule of operations for proposal submissions, applications and reports;
- Identify, evaluate, cultivate and solicits six-figure+ gifts from corporations and public foundations;
- Work closely with senior colleagues to create opportunities to build awareness among corporate and foundation constituencies to significantly expand positive strategic partnership and fundraising relationships;
- Develop highly competitive proposals and budgets for corporate and foundation prospects and leverage diverse corporate and foundation goals and preferences with CVN's priorities and goals;
- Maintain a rigorous schedule with corporate and foundation representatives, creating moves management plans, compelling presentations, and comprehensive proposals and value propositions;
- Monitor proposal deadlines, guide grantsmanship, and oversee submissions;
- Ensure that stewardship and reporting requirements are met to sustain successful partnerships;
- Develop and implement record-keeping systems in Salesforce related to Foundation and Corporate Giving;
- Develop and continually monitor revenue projections and financial analyses.



Key Qualifications

- 5+ years institutional fundraising experience, preferably in health care/at a medical organization;
- Demonstrated track record of success in securing major foundation and corporate funding;
- Superior writing skills, attention to detail, and high standards for presentation of written material;
- Experience in budgeting, compliance and reporting related to foundation and corporate grants;
- Familiarity with the foundation community and corporate sector, particularly those connected to veterans and military families;
- Ability to manage multiple projects and meet deadlines, with strong attention to detail;
- Proficient with Microsoft Word, Excel and PowerPoint, Salesforce or comparable databases.

The programs and initiatives of Cohen Veterans Network are staffed by talented individuals who have the passion, drive and skills necessary to fulfill its mission. CVN is an Equal Opportunity Employer, appreciates and values individual differences and welcomes diversity in its broadest definition. CVN is committed to promoting an inclusive organizational environment of dignity and respect.



In order to attract and retain a high-performance workforce, CVN offers a dynamic and rewarding work environment, an excellent benefit package and salary that is commensurate with industry standards.

Please email your cover letter and resume in confidence to:

CohenVeteransNetwork@developmentguild.com

Kieran McTague

SENIOR VICE PRESIDENT AND DIRECTOR, NEW YORK, PRINCIPAL

Development Guild DDI

For more information about Cohen Veterans Network, please visit www.cohenveteransnetwork.org
For more information about Development Guild DDI, please visit www.developmentguild.com

About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

