

Senior Vice President, Fundraising, NYC Region Senior Leader

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Development Guild is seeking a Senior Vice President of Fundraising—an experienced, strategic leader who shares our deep belief in philanthropy as a powerful force for building a stronger, more just society.

Development Guild is a national consulting firm that provides [Executive Search](#), [BIG Question](#) services, and [Fundraising Counsel](#), including [Campaign Services](#) to mission-driven, nonprofit organizations. 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 data. Explore [our services](#) to learn more about our work and our clients' successes.

About the Position



Development Guild seeks a strategic and experienced fundraising leader who shares our firm's commitment to philanthropy as a driver of creating a stronger and better society. Ideal candidates will value the importance of excellence, innovation, and best practices.

This full-time position will serve as the primary senior leader representing the firm's presence in the New York City regional market, driving business development, and expanding the firm's network and visibility among nonprofit leaders. The ideal candidate

will be well connected with nonprofit leaders and board members in the region and will maintain strong relationships with clients, board leaders and sector stakeholders.

This position will report directly to Suzanne Battit, Chief of Fundraising Strategy and Services with dotted line reporting to Matthew Weber, CEO. Additionally, this role will also serve as a moderator for the firm's Big Question Strategy services.

Key Responsibilities

- Serve as the firm's primary senior leader in the NYC market, expand the firm's network in the NYC metropolitan area and serve as the firm's primary spokesperson in the region
- Serve and a senior leader within the firm; train and mentor staff
- Leverage prior consulting experience to inform best practice
- Be a significant driver for sales, manage a sales portfolio, attend weekly sales meetings
- Lead Fundraising Assessments and Campaign Counsel, including Feasibility Studies, for client engagements in the NYC metro area and nationally
- Provide Interim Management services (both remotely and onsite at client locations)

- Initiate and maintain strong relationships with clients and a broad network of sector leaders
- Interact with Development Guild's AI product team and engage in Strategy projects
- Serve as a Moderator for BIG Question strategy services, facilitating engaging productive events publicly or for client engagements
- Speak at conferences regionally and nationally, lead panel discussions and provide thought leadership
- Contribute to and/or lead executive search work as needed; foster positive relationships with candidates
- Embrace an environment that respects staff's experience and potential, asks them to do their best work, and supports them in achieving it

Key Qualifications

- 15 to 20+ years of professional and progressive fundraising experience are required, including 5+ years in a senior leadership role
- Success with various aspects of fundraising including Capital Campaign planning and management, and major gifts cultivation and solicitation (must have experience with cultivation and solicitation of 7 figure gifts)
- Experience partnering with and advising senior management, boards and/or volunteer leadership
- Consulting experience (including Campaign Counsel, Campaign Feasibility Studies, Interim Management, Case writing)
- Experience building a significant consulting sales portfolio, ability to leverage professional network to generate new consulting opportunities for the firm
- Experience working in multiple non-profit sectors (Human Service, Education, Healthcare, etc.)
- Experience mentoring and managing a team
- Experience in public-facing roles including conferences, webinars and/or podcasts; skilled at facilitating large group discussions both in-person and virtually; confident and engaging presenter with the ability to capture and hold an audience's attention
- Experienced adapting to new technology, including AI; picks up new programs and applications quickly
- Analytic ability, a demonstrated ability to develop and communicate data-based recommendations
- Excellent communication and writing skills
- Strong organizational skills, attention to detail, and follow through
- Ability to travel for meetings and conferences, and the ability to provide interim onsite counsel (up to two days per week in person) will be expected.
- Candidates must reside in the NYC metropolitan area and have a professional network of non-profit leaders in that region.

This is a full-time salaried position with an annual base salary ranging from \$180,000 to \$220,000, along with eligibility for variable sales-based compensation and a robust benefits package. We also welcome candidates interested in exclusive project-based work. Compensation for project-based roles is determined on a project-by-project basis, using an hourly rate equivalent to an annual salary of \$180,000 to \$220,000. Project-based employees are also eligible for variable sales compensation. A benefits package is available and varies based on hours worked. Final compensation will be based on factors including skills and experience.

At Development Guild, we recognize that diverse voices, perspectives, and experiences are required for the greatest impact. Development Guild is proud to be an equal opportunity employer. We consider all candidates for employment without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, disability, protected veteran status, or any other characteristic protected by law.

For consideration, please use the form below to submit your resume and cover letter in confidence:

<https://www.developmentguild.com/current-searches/senior-vice-president-fundraising-nyc-region-senior-leader-development-guild/>