

## Senior Vice President, Fundraising

February 2025 | Northeast | Remote

Development Guild DDI is a national consulting firm that provides fundraising counsel, executive search services and strategy 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.

We have partnered with nonprofits since 1978 across 2,700 client engagements. Our collaborative approach is distinguished by candid dialogue and supported by a commitment to best practice. We commit to understanding each client's opportunities and challenges and to translating that knowledge into viable solutions. We are proud of the impact we have on their ability to achieve mission delivery.



**Fundraising:** Development Guild applies an approach that combines strategic insight with evidence and experience to help shape and achieve ambitious client fundraising goals. We engage with our fundraising clients for periods that ranges from months to years. Services include fundraising assessment and planning, campaign feasibility studies, strategic campaign counsel, campaign management and implementation, design and implementation of major gift programs, interim management, and training for fundraising professionals and volunteers. Development Guild staff work in teams tailored to each client's unique needs, providing specific sector intelligence, cross-sector insight, and hands-on functional expertise.

**Executive Search:** Development Guild provides retained search counsel for leadership-level positions: Chief Executive Officer, Chief Development Officer, Executive Director, Chief Financial Officer etc. plus a broader set of fundraising-specific searches which draw on Development Guild's fundraising and planning expertise.

**Strategy:** Development Guild is launching an innovative new service line using proprietary technology to explore strategic issues in the non-profit landscape. This technology can help organizations explore questions that are uniquely tied to their mission. It is an inclusive approach that runs on hearing from as many distinct perspectives as possible, such as people at the organization, its donors, its beneficiaries, as well as other who have a stake in the outcome of the organization.

We have a valued history of providing multiple services to clients over time. Leveraging the data, the knowledge, the relationships and insight gained through our services to build an in-depth understanding of nonprofit sector emerging trends and best practices are some of the joys of our work.

Explore [Our Services](#) to learn more about our work and our clients' successes.

## About the Position

Development Guild DDI is seeking 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 report directly to Suzanne Battit, Chief of Fundraising Strategy and Services, and will play a vital role in the firm's growth trajectory.

The Senior Vice President, Fundraising (SVP) is an opportunity for a fundraising professional to work closely with organizational leadership on impactful projects, support the growth of the firm through



managing a significant sales portfolio, contribute to best practices within the firm, and foster the professional development of Development Guild DDI staff. The SVP will lead teams delivering fundraising assessments and providing campaign counsel ranging from feasibility study to implementation. This position is based in NYC, Boston or the Washington D.C. area. Travel and the ability to provide interim onsite counsel (up to two days per week in person) will be expected.

## Key Responsibilities

- Manage a significant sales portfolio and be a driver for sales
- Lead fundraising client project teams; apply personal expertise in various aspects of fundraising (Annual Fund, Major Gifts, Campaign and Feasibility Studies)
- Be a thought leader, represent Development Guild DDI at speaking engagements, conferences
- Contribute to fundraising best practices within the firm
- Mentor teams and colleagues to develop their skills and become strong contributors to client engagements
- 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

- Must have a demonstrated ability to build a significant sales portfolio within a consulting firm or within an independent consulting practice; strong commitment to leveraging one's professional network for sales; drive to be a sales leader within the firm
- 12+ years of broad-based fundraising experience, including in Annual Fund, Major Gifts, and Campaign Planning
- Experience leading a Capital Campaign, must have Feasibility Study experience
- Consulting experience, including experience in a senior leadership position or leading a large independent practice
- Significant experience in cultivating and soliciting Major Gifts, including 7 figure gifts
- Experience managing and mentoring teams

- Experience working in several non-profit sectors (i.e. Human Services, Health, Environment, Education)
- Experience working closely with boards and/or volunteer leadership
- Experience working in an organization with a commitment to best practices
- Experience adapting to new technology and innovative in use of technology
- Analytic ability, a demonstrated ability to develop and communicate data-based recommendations
- Demonstrated ability to work within an organization emphasizing teamwork, accountability, respect, and excellence
- Excellent communication and writing skills
- Strong organizational skills, attention to detail, and follow through
- Ambitious, seeks excellence, responsibility and personal and professional growth
- Ability and willingness to travel (up to 1-3 trips per month for meetings and/or conferences, includes overnight stays; travel may include weekends and may involve driving as well as flying).

The salary range for this position is \$165,000- \$175,000 commensurate with skills, experience, and qualifications. This position offers a bonus structure based on sales performance. Development Guild DDI offers a competitive benefits package with excellent health, 401k, and time off benefits.

At Development Guild DDI, 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. Please detail your experience managing a sales portfolio in your resume.