

Vice President, Fundraising, Project Based- NYC

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Development Guild is seeking a Vice President of Fundraising—an experienced 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 an experienced fundraising professional 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 project-based role will lead fundraising projects, manage a sales portfolio, and expand the firm's network among nonprofit leaders. The ideal candidate will be well connected with nonprofit leaders in the NYC metro 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. Additionally, this role will also serve as a moderator for the firm's Big Question Strategy services.

Key Responsibilities

- Lead or partner in the management of Fundraising Assessments and Campaign Counsel, including Feasibility Studies, for client engagements in the NYC metro area and nationally
- Expand the firm's network in the NYC metro area
- Manage a sales portfolio, attend weekly sales meetings
- 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
- Gather data, analyze, and present findings in reports
- 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 on behalf of the firm at conferences and webinars as requested
- 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

- 10+ years of professional and progressive fundraising experience are required
- Success with various aspects of fundraising including Capital Campaign planning and management, and major gifts cultivation and solicitation (6-7 figure gifts)
- Experience working closely with senior management, boards and/or volunteer leadership
- Experience working in multiple non-profit sectors (Human Service, Education, Healthcare, etc.)
- Experience managing a team
- Interest in building a consulting sales portfolio, ability to leverage professional network to generate new consulting opportunities for the firm
- Recent public speaking experience including conferences, webinars and/or podcasts
- 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.
- Consulting experience (including Campaign Counsel, Campaign Feasibility Studies, Interim Management, Case writing) a plus

This is a project-based position and will be compensated project-by-project. Project agreements will be based on an hourly rate of \$82 to \$89/hour (hourly rate will be dependent on factors such as skills and experience). This project-based position is eligible for variable sales compensation. Benefits, including health benefits, are available based on number of hours worked. Candidates must reside in the NYC metropolitan area and have a professional network in that region.

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/vice-president-fundraising-project-based-nyc-development-guild/>