

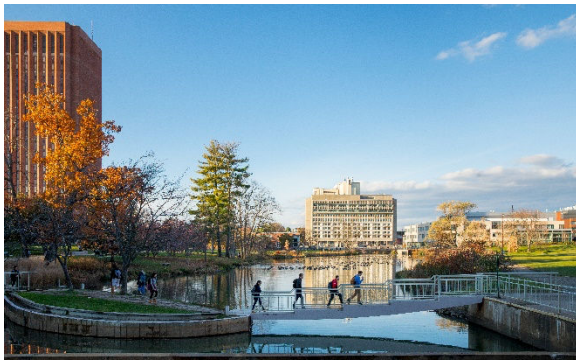
Vice President, Fundraising - Project Based

June 2025 | US | REMOTE U.S.

Development Guild is a national consulting firm that provides [executive search](#), [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 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 position will report directly to Suzanne Battit, Chief of Fundraising Strategy and Services with dotted line reporting to other Development Guild Senior leadership.



This position is project-based and aims to provide a variety of ongoing work, exclusively for Development Guild. Regular travel for meetings and conferences, and the ability to provide interim onsite counsel (up to two days per week in person) will be expected.

Key Responsibilities

- Lead or partner in the management of Fundraising Assessments and Campaign Counsel, including Feasibility Studies
- Provide Interim Management services (onsite at client locations)
- Gather data, analyze, and present findings in reports
- Be a driver for sales, manage a sales goal, attend weekly sales meetings
- Interact with Development Guild's AI product team and engage in Strategy projects, including moderating discussion groups
- 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
- Consulting experience (including Campaign Counsel, Campaign Feasibility Studies, Interim Management, Case writing)
- Recent public speaking experience required (speaking at conferences, leading webinars, etc.)
- Experience managing a team
- Experience building a significant consulting sales portfolio; ability to leverage professional network to generate new consulting opportunities for the firm
- 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 and willingness to travel (up to 1-2 trips per month to our project sites and/or conference locations, including overnight stays; travel may include weekends)

This is a project-based position and will be compensated project-by-project. Project agreements will be based on an hourly rate of \$70 to \$80/hour (hourly rate will be dependent on factors such as skills, experience, and location). This project-based position is eligible for variable sales compensation. Benefits, including health benefits, are available based on number of hours worked.

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.