

HARRIS RAND LUSK

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American Corporate Partners Vice President of Development Job Description

Background: Launched in 2008, American Corporate Partners (ACP) has grown into a leading nonprofit organization filling a critical need to help post 9/11 veterans find meaningful employment. ACP's unique model engages thousands of corporate employees across the country to serve as mentors for veterans who have returned from service and seek to transition into fulfilling, long-term careers. Volunteer mentors, from all professions and positions including C-suite and management levels, are meticulously paired in customized, yearlong mentorships with veterans whose career aspirations follow similar paths. Mentors share expertise and career guidance, support and coach veterans in resume preparation and interviewing, and offer important networking opportunities that help veterans to make a successful transition to a private sector career.

In its first year, ACP paired 300 returning veterans with mentors nationwide from 6 founding partner corporations who provided mentors and funding to the effort. The program model has since achieved enormous success and garnered the support of 70+ best-in-class corporations who have joined ACP to provide funding and access to their employee base to serve as mentors. Today, ACP's staff of 37 facilitate nearly 3,000 mentor/protégé relationships with a lean budget of only \$3 million – the vast majority of which is donated by its corporate partners. ACP is poised for significant, continued growth – of the 11,000 veterans who have successfully completed an ACP mentorship, more than 2,300 of those successes were in 2017 alone, and the demand for mentorship from the veteran community only continues to increase.

Looking ahead to the next ten years and working toward its goal to assist more than 20,000 veterans through mentorship, ACP now looks to create and scale a fundraising program that leverages its assets and showcases the unique mission of the organization. ACP boasts a network of 11,000+ veteran alumni who have gained access to meaningful career paths; another 11,000+ senior corporate employees who gain personal and professional satisfaction from their volunteerism; and a bi-partisan Advisory Council composed of prominent Americans such as David Axelrod, Karl Rove, Jon Stewart and General (Ret.) David Petraeus who have helped build ACP's programs and raise corporate and veteran awareness. ACP now seeks a professional fundraising leader to drive revenue from new sources including ACP's network of corporate volunteers, veteran alumni, and philanthropic individuals and foundations who wish to make a direct, life-changing impact for a man or woman who has served this country.

Position: The Vice President of Development (VP) is a newly-created position that will oversee the development, execution and scaling of a diversified fundraising program for ACP. Reporting directly to the Executive Director and working in collaboration with the Chairman of ACP, the VP is an energetic, entrepreneurial and business-minded professional who brings best-practice

development knowledge and experience, and who is excited to build a program from the ground up. The right candidate will see this position as a unique opportunity to leverage the organization's strengths with a goal of raising a significant amount of money. It is expected that as the fundraising program achieves increasing success, the VP will grow to become a senior member of ACP's leadership team and a valued contributor to its overall trajectory and strategy.

ACP is a nimble, flexible organization characterized by a fast-paced, focused, goal-oriented culture; measurable program outcomes; and professional accountability. This is a tremendous opportunity for a strategic, ROI-oriented fundraiser to maximize and strengthen the capacity of a well-respected, high-impact organization.

Responsibilities: To achieve the aims described above, the Vice President of Development will be expected to:

- Develop a multi-year, integrated strategy for individual and institutional fundraising programs, including yearly expense budgets and revenue goals.
- Research and recommend new and innovative fundraising programs to build an ambitious and well-rounded fundraising portfolio.
- Oversee the identification and securing of significant corporate, foundation, low-to-mid level, and major gift partnerships with particular emphasis on strategies to cultivate and solicit high net-worth individuals.
- In collaboration with the Executive Director, set and meet ambitious fundraising objectives, evaluate results and implement feedback.
- Work with the Executive Director to plan, develop and implement a strategic plan of action with objectives, timelines and evaluation plans for individual giving, including entry-level, mid-level and major gifts, that include identification, cultivation, solicitation and stewardship of prospects and donors.
- Create an annual integrated solicitation and communications calendar for all individual donors including first-time gifts, and up the giving pyramid to higher giving levels.
- Collaborate with internal staff and external consultants to develop a robust online fundraising and marketing strategy, including fundraising web pages, e-communications, advertising plans, and social media. This plan should take advantage of the constantly evolving ways in which various demographics utilize social media and other digital technologies.
- Align ACP's fundraising campaigns with its proprietary client/mentor software platform, ensuring that ACP communications and marketing efforts engage and motivate large numbers of first-time and renewing donors via a diverse array of both digital platforms and traditional outreach strategies.
- Build the team and business processes necessary to successfully implement the fundraising programs and portfolio.
- Assess the efficacy of the fundraising programs via precise data analysis, and stay up-to-date on developments, trends and best practices in the industry to keep the programs competitive.
- Serve as a member of the Executive Team, collaborating with and supporting leadership and staff to strategize on organizational and fundraising goals.

- Serve as a dynamic ambassador for the organization, both internally and externally, capable of inspiring support from a variety of stakeholders, ranging from dedicated ACP mentors and alumni, to foundations, corporations and venture philanthropists.
- Communicate effectively with donors through extensive face-to-face solicitation, stewardship meetings, as well as through ongoing and tactical written and e-communication strategies.

Qualifications

- Minimum of 8-10 years of experience in the development field in positions with increasing management responsibility.
- Direct or supervisory experience in building and executing a strategy for major gifts, foundation grants, direct mail, social media campaigns and email solicitations.
- Has, or can quickly gain, substantive knowledge of ACP's purpose, outcomes, and current and emerging projects to effectively present potential giving opportunities, verbally, visually and in writing to prospective donors.
- Creative, entrepreneurial, confident, high energy, proactive and driven to succeed
- Military experience and/or knowledge of veterans' issues a plus.
- Demonstrated success in securing meetings and phone calls with prominent potential donors.
- Excellent written and oral communication skills with strong attention to detail
- Ability to juggle multiple complex projects in a fast-paced environment and prioritize accordingly.

Salary is commensurate with experience. All positions at ACP are filled without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, disability, HIV/AIDS status, veteran status or any other characteristic protected by law. All are encouraged to apply.

For more information about American Corporate Partners, visit <https://www.acp-usa.org/>.

To Apply:

American Corporate Partners has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations and applications may be directed in confidence to:

Debbie Farrell, Senior Director of Leadership and Development
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Please put American Corporate Partners in the subject line of your emailed application.