

HARRIS RAND LUSK

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The Forward Vice President of Development Job Description

Salary Range: \$135,000 – 200,000

Background:

The Forward produces fearless, award-winning news and engaging cultural coverage. Founded in 1897, *The Forward* has won its loyal audience through hard-hitting investigative reporting and strong editorial content in stories that matter to American and global audiences. While *The Forward* was founded as a Yiddish-language daily, the organization has become a trusted mainstream content producer. *The Forward* continues to innovate, working at the forefront of modern news and expanding its digital offerings. In addition to its modern media context, *The Forward* is committed to promoting and sustaining the Yiddish language.

This is a time of momentum for *The Forward* which is increasingly being viewed as a trailblazer among digital media giants. *The Forward's* ascending reputation in critical news reporting – truth in current events, history and culture – makes this an exciting opportunity for the right candidate

The Position:

The Vice President of Development (VPD) is a visionary leader who will transform *The Forward* into a modern fundraising powerhouse. The VPD will capitalize on a thriving and rapidly expanding subscription base, stewarding and converting these into a philanthropic community, as well as catalyzing institutional and individual major gifts support. The VPD will be a creative innovator, passionate about the role investigative journalism plays in a democratic society and the historic mission of the organization. In addition to being an experienced development professional, the VPD will be a brand ambassador externally and an excellent manager internally; someone who can create a compelling case and build an infrastructure for development operations that aligns with *The Forward's* long-term strategic plan to maximize contributed income. The VPD will be a leader who motivates a results-oriented team, creates strong morale and fosters open dialogue.

Principal Responsibilities:

To achieve the aims described above **The Vice President of Development** is responsible for carrying out the following duties and responsibilities:

- Top leadership responsibility for creating and overseeing a re-envisioned fundraising infrastructure, including strategic planning, systems, communications and staff
- Work closely and alongside the CEO to identify funding needs, strategy, targets and approaches
- Formally capture strategic development planning in an executable revenue source plan that includes objectives, prospects, expenses, adjustments to systems, timelines, schedules
- Develop systems that build the donor base of individuals, foundations and corporations; facilitate research, prospecting, and application to multiple donor sources; ensure long-term donor engagement and retention; and support the successful completion of annual campaigns
- Increase the national and global visibility and awareness of the work and mission of *The Forward*
- Experience with assessment and metrics for best practices in major gift and pipeline development
- Direct additional development activities including special events, foundation and corporate sponsorships, individual giving and grant writing
- Develop new fundraising events and, where appropriate, work with donor volunteers on local hosted events and special initiatives

Qualifications

Skills and Experience

- Bachelor's degree and a minimum of 10 years of experience in the development field in positions with increasing management responsibility
- Knowledge of the Jewish cultural arena and journalism
- Excellent communication skills
- Experience creating, managing and leading a professional development team
- Solid track record of fundraising among major donors, foundations, corporations and sponsors

Qualities

- Positive and diplomatic attitude, highest level of personal integrity
- Commitment to *The Forward's* mission and organizational values
- Intrinsic motivation, creative outlook

To Apply:

The Forward 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

Harris Rand Lusk

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Please put "The Forward" in the subject line of your emailed application.