

Senior Vice President for Resource Development

Habitat for Humanity of Wake County is a Christian housing ministry with a vision of a world where everyone has a decent place to live. Habitat Wake, one of the nation's five largest Habitat for Humanity affiliates, is seeking an innovative fundraiser to serve as its Senior Vice President for Resource Development.

About Habitat Wake

Mission: Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities and hope.

Vision: A world where everyone has a decent place to live.

Habitat Wake, located in Raleigh, North Carolina, serves its home County, Wake, and bordering County, Johnston. Habitat partners with local corporations, individuals, congregations, and community groups to build safe, affordable homes with hardworking families. Since 1985, Habitat Wake has partnered with nearly 1,000 families in Wake County. Next fiscal year Habitat Wake plans to build approximately 75 new homes and complete 50 home repairs locally and provide funds for the construction of 125 homes globally. It operates with a total budget of approximately \$16.2 million.

Habitat Wake's success is built on strong, diverse partnerships. Last year alone, more than 18,500 individuals volunteered their time to help build safe, affordable homes. Each year, more than 2,700 corporations, congregations, individuals, and local organizations provide financial and volunteer support. In addition, Habitat Wake ReStores provide a sustainable revenue stream in support of the mission.

For more information about Habitat Wake, please visit <https://www.habitatwake.org>

The Leadership Opportunity

Reporting directly to the CEO, the Senior Vice President for Resource Development is a vital part of the leadership team, helping to make strategic decisions to guide the organization. In addition, the SVPRD will lead a resource development team of talented fundraisers while maintaining his or her own portfolio of donors. As the organization's senior fundraiser, the SVPRD will work in close partnership with the CEO, the Board of Directors, and the Advisory Board.

The Senior Vice President for Resource Development will be entrusted with the following key responsibilities:

Leadership - Responsible for sustaining a philanthropic spirit and unified sense of purpose among all staff, board members, donors, and other partners. Consult and coordinate with the organization's CEO, board, and the staff in setting strategic fundraising goals and priorities, soliciting gifts and stewarding donors. Ensure that the vision and the written comprehensive development plan continues to chart a course for Habitat Wake's future and articulates that vision to internal and external constituencies. Ensure the successful implementation of

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industry best practices in pursuit of continued excellence in all facets of resource development operations. Ensure strong inter-department relations.

Resource Development - Create and manage a strategic and comprehensive, well-coordinated and innovative fundraising program that enlarges the donor base and secures renewable support for Habitat Wake programs, building upon the organization's already strong donor retention rate. Expand the breadth and depth of relationships with current and prospective donors, especially individuals. Lead the ongoing growth of annual, capital and endowed resources through outright and planned gifts.

Communications - Work in partnership with the Communications team, ensuring that development messages appropriately align and support organizational messaging. Develop formal communications and stewardship programs as a part of the comprehensive, annual development plan. Articulate the Habitat Wake stories of impact with confidence and first-hand knowledge derived from meaningful interaction with the construction and volunteer teams. Master both the statistical, analytical side of the impact story and the emotional side with an ability to share both in a compelling and inspiring way. Maintain strong communications among staff, board members, donors, funders, and collaborative partners on issues important to resource development operations.

Staff Development - Lead a team of fundraisers and maintain a culture of teamwork and accountability throughout the department. Conduct annual performance reviews and coach team members throughout the year, providing professional development as appropriate. Help leadership team members align his or her skills and purview to promote a culture of philanthropy throughout the organization. Engage all staff in meaningful ways that promote the organization's philanthropic spirit and success.

Attributes of the New Leader

The Senior Vice President for Resource Development must be committed to the mission, Christian heritage and values of Habitat Wake and dedicated to creating and stewarding relationships with internal and external constituencies that enable the successful, consistent delivery of the mission. In addition, he or she should possess key attributes, including:

- At least 7 years of proven leadership of a strategic, comprehensive fundraising program with success soliciting planned and major (\$100,000+) outright gifts
- Excellent philanthropic strategist, blending high-level leadership skills with tactical activities
- Ability to articulate, verbally and in writing, a passion for the mission of Habitat and the philanthropic opportunity that it provides
- Ability to develop and successfully implement new, innovative philanthropic strategies

- Demonstrable success in building dynamic relationships with teammates and members of the community who can personally invest, or who can influence individual, foundation, or corporate giving. Must be capable and willing to spend significant time cultivating, soliciting, and stewarding major gifts
- Verified success effectively working with a non-profit board of directors
- Goal-oriented and aspirational with a natural inclination to think beyond the immediate
- Decisive, diverse, and dynamic leader with high emotional intelligence and a results-driven bias toward action
- Familiarity with Raisers Edge preferred and a solid understanding of the key role that data serves in creating development strategy
- Bachelor's degree from an accredited institution, master's in a relevant discipline preferred
- CFRE or ACRFE preferred

Application Process

To apply, upload a cover letter, resume, references, and salary requirements to armstrongmcguire.com/apply. Email shannon@armstrongmcguire.com in case of technical problems. No phone calls please

NOTE:

The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this job. They are not intended to be an exhaustive list of all responsibilities, duties and skills required of the position. All employees may have other duties assigned at any time.

Habitat for Humanity Wake is an equal opportunity employer. Applications are considered for positions without regard to veteran status, uniformed service member status, race, color, religion, sex, physical or mental disability, genetic information or any other category protected by applicable federal, state or local laws.

HABITAT FOR HUMANITY WAKE IS AN AT-WILL EMPLOYER AS ALLOWED BY APPLICABLE STATE LAW. THIS MEANS THAT REGARDLESS OF ANY PROVISION IN THIS APPLICATION, IF HIRED, THE COMPANY OR I MAY TERMINATE THE EMPLOYMENT RELATIONSHIP AT ANY TIME, FOR ANY REASON, WITH OR WITHOUT CAUSE OR NOTICE.