



**THE 360 GROUP**  
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# Silicon Valley Community Foundation

**Executive Vice President,  
Philanthropic Partnerships**  
Position Description & Candidate Profile

# Executive Vice President, Philanthropic Partnerships

## Location

Mountain View, CA

## Reports to

President and CEO

## Our Client

For the past 20 years, the mission of the Silicon Valley Community Foundation (SVCF) has been to advance innovative solutions to challenging problems. The organization has returned to its community foundation roots - engaging donors, corporations, government and community partners in efforts to make the Silicon Valley region and the world a better place. Based in Mountain View, California, SVCF partners with families, individuals and corporations to manage and facilitate their philanthropy. The foundation also connects donors to the most pressing needs in local communities. SVCF has more than \$13 billion in assets under influence, and in 2022, deployed more than \$2 billion to more than 6,000 nonprofit organizations in communities in the Bay Area and beyond, making it one of the nation's largest grantmakers.

SVCF works to improve people's lives in San Mateo and Santa Clara counties, and partners with donors, companies and other foundations to address regional concerns that affect local communities. Despite the area's great wealth, residents are challenged by so much - dearth of affordable and low-income housing and accessible transit, financial instability and the precarious safety and security of immigrant residents, among other issues. Coming out of its most recent strategic planning process, the community foundation now focuses on reducing systemic disparities, building strong and engaged communities, growing the culture and practice of effective philanthropy.

SVCF is a trusted and enduring institution for the community, and donors are critical to its success. SVCF works closely with more than 1,800 donors and corporate clients to understand their philanthropic goals and the best ways to accomplish them. From accepting complex assets and establishing giving vehicles, to facilitating grantmaking and other types of charitable investments, SVCF is

committed to ensuring donors make the impact they seek. This core area of work facilitates the movement of resources to communities.

As the broader Bay Area economy continues to evolve, SVCF builds relationships with the tech sector and other leading actors in Silicon Valley. In this region, endowed with dynamic enterprises and unparalleled talent, important social issues remain. The foundation's deep relationships with donors, non-profit organizations, other foundations, and government officials position it well to convene philanthropic forces and engaged civic partners in the community to address, mitigate and solve these very real problems.

SVCF also partners with these same sectors to address public policy issues, advance the best ideas and direct resources swiftly and strategically toward critical matters facing the community. Finally, the foundation serves as a resource for nonprofit, civic, government and philanthropic organizations.

There are several ways SVCF contributes, including:

- Initiatives: launching initiatives and special projects, partnering with other foundations, corporations, nonprofits, donors and government agencies on topics or issues of regional importance
- Research: commissioning research to identify emerging issues, monitor trends and provide analysis
- Public forums/convenings: bringing people together to engage in discussion and problem-solving
- Advocacy: taking positions on critical issues and advocating for policy outcomes

We invite you to learn more about the Silicon Valley Community Foundation at <https://www.siliconvalleycf.org>.

### **Position Responsibilities**

SVCF seeks an experienced leader to direct the foundation's work with current and prospective donors, which includes overseeing the business development, donor engagement, and corporate responsibility functions. This role will also manage a portfolio of donors and their advisors – individuals, families, corporations and wealth managers – who desire a collaborative relationship with SVCF, regularly use advising services, and are engaged in local, national and international philanthropy.

In addition to resource development and donor and corporate engagement, the Executive Vice President, Philanthropic Partnerships will contribute to the overall

sustainability of SVCF. Accordingly, this position will serve on the foundation's executive team and will interact with the foundation's Board of Directors.

Successful execution of this role will require proactive customer service skills and technical expertise of donor-advised funds and other giving vehicles that community foundations utilize in working with philanthropists and corporations. This role also requires a deep understanding of the wide array of issues that underserved communities face, and the ability to articulate those issues, as well as build and maintain strong relationships with a diverse set of donors.

Specifically, the Executive Vice President, Philanthropic Partnerships will be responsible for:

#### *Business Development*

- Identifying and engaging new donors who are committed to the region flourishing and helping them to understand SVCF's role in doing so
- Maintaining existing profitable business streams and developing new business sources to meet annual revenue targets
- Understanding gift and fund options available for donors and assist in evaluating proposed gifts for adherence to SVCF's policies and its ability to administer a proposed gift appropriately
- Working with the resource development and finance teams to establish appropriate and attractive pricing for client relationships, as appropriate
- With resource development colleagues, developing and maintaining relationships with professional advisors (wealth advisors, CPAs, estate planners) to deepen their knowledge of SVCF's services and encourage establishment of donor-advised and/or testamentary (e.g., bequests, CRTs, CLTs) funds by their clients

#### *Donor Engagement*

- Overseeing development of the strategy, plan, implementation and evaluation for inspiring engagement of and service to donors consistent with the overall strategy of the foundation
- Managing the creation and implementation of all aspects of exceptional, tailored and proactive donor stewardship and advising
- Developing resources, including a framework and tools, for donor and staff education about philanthropy, grantmaking, and impact investing opportunities

#### *Corporate Responsibility*

- Identifying opportunities for corporate philanthropic relationships with SVCF, leveraging existing relationships in the foundation's ecosystem
- Preparing and making persuasive presentations about philanthropy and SVCF's role as a philanthropic partner
- Regularly networking within groups of corporate engagement professionals (convening them, as needed and appropriate) to further initiate and develop relationships in this sector

#### *Division Management*

- Managing the division and its departments to their annual key performance indicators (KPIs), objectives and key results (OKRs), and annual budgets
- Ensuring that fund agreements, gifts, and gift liquidations comply with applicable gift standards, SVCF policies, and state/federal laws, obtaining legal counsel where appropriate
- Overseeing the maintenance of current and accurate data and reports for all donor contacts in the foundation's database, and accurately capturing the division's progress against KPIs and OKRs in all appropriate internal systems
- Remaining current and knowledgeable about legal, accounting, tax, and public policy matters related to community foundations and philanthropy
- Working with division staff and staff across the foundation to create a cohesive, coordinated annual calendar of events and event implementation for both advisor and donor communities
- Managing and developing a talented team of fundraising and donor engagement professionals in a collaborative, team-oriented fashion
- Providing mentorship and leadership for the professional growth of the resource development team
- Developing and maintaining solid working relationships with other departments to accomplish the foundation's goals and the division's objectives; represent the division at meetings and on project teams across SVCF lending expertise on engaging donors and raising funds

#### *Executive Leadership*

- Serving as a member of the executive management team responsible for organizational policy development and planning
- With the executive team, developing the foundation's annual operating budget
- Acting as a thought leader in donor experience and services and representing SVCF externally through speaking engagements, media interviews, participation in events and conferences, and contributions to blogs and related news articles

## Profile of the Successful Candidate

SVCF is committed to equity, diversity and inclusion, and seeks to continue to build a diverse and inclusive workforce to promote effective work in partnership with all communities and population groups in the region. The foundation seeks a professional with a demonstrated track record of management experience, resource development, and donor advising and engagement; commitment to the power of community philanthropy and the common good; strong curiosity and the desire to continue learning; a collegial work style; a sense of humor; the ability to inspire, motivate, and mentor a team of content experts; and the dedication to work hard toward the foundation's mission of promoting philanthropy and improving the quality of life in the region.

Within this framework, SVCF seeks an Executive Vice President, Philanthropic Partnerships with the following attributes:

- Fifteen or more years demonstrated experience in fundraising, donor relations and advising, and stewardship; preferably with experience in community foundations
- Professional experience in working with corporate donors, either as a donor, grant recipient, or fundraiser
- Interest in and/or experience with the Silicon Valley high tech economy, its corporate culture, and its priorities
- Ability to connect SVCF's programmatic goals with donor interests, and vice versa
- Well-honed ability to listen to donors and professional advisors and respond to their needs
- Strong networker with ability to build strategic relationships with donors and external partners and stakeholders
- Demonstrated experience with high net worth donor research, events, and execution of innovative, effective strategies and philanthropic services
- Ability to work collaboratively with colleagues, providing encouragement to team members and support of others in the performance of their responsibilities
- Ability to multi-task, prioritizing work in a complex, matrixed work setting to ensure consistent, high quality service in a competitive external environment
- Excellent written, verbal, and presentation skills
- Mastery of IRS regulations and foundation-specific compliance requirements
- Excellent interpersonal and project management skills with an ability to work with diverse groups in multicultural environments

## Start Timeframe

We seek to have someone in place by the end of Q1 2024.

## Compensation

This position offers a competitive salary range of \$350,000 to \$400,000 and includes a comprehensive benefits package. We actively welcome all candidates from a wide range of backgrounds who have the skills to fulfill this role – regardless of compensation history.

## To Apply

All applications are held in strict confidence. Please submit your credentials and a letter of interest through our private applicant portal to The 360 Group at:

<https://the360group.us/portal/>

Applications should be directed to the attention of Monica Rodgers, Senior Consultant. Applications will be reviewed on a rolling basis. Earlier applicants may receive priority consideration. To be considered, The 360 Group encourages all interested candidates to submit their applications promptly, via the confidential applicant portal linked above.

*At The 360 Group, we know that a richly diverse mix of professionals makes organizations more effective. Using that principle as our “North Star,” we make diversity a hallmark of our firm, and all of our search engagements.*

**Learn more about The 360 Group at [the360group.us](https://the360group.us).**