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Silicon Valley Community Foundation

Vice President, Development and Donor Engagement

Position Description & Candidate Profile

Vice President, Development and Donor Engagement

Location

Mountain View, CA

Reports to

Executive Vice President, Philanthropic Partnerships

Our Client

For the past 19 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 by connecting donors to communities' most pressing needs. SVCF has nearly \$16 billion in assets under influence, and last year deployed more than \$2 billion annually to 15,000 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 1,200 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 investments, SVCF is committed to

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

SVCF partners with community organizations, other foundations, and government leaders to address public policy issues, advance the best ideas and direct its resources swiftly and strategically toward critical issues. 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 is seeking an experienced leader for its development and donor engagement department and team. Reporting to the Executive Vice President, Philanthropic Partnerships, the Vice President, Development and Donor Engagement is responsible for enabling a world-class donor experience through exceptional donor stewardship and the management of a talented, high performing staff, ensuring implementation of SVCF customer service standards and meeting its fundraising goals each year. The candidate will have a proven track record of principal, major gifts, annual fund, and donor-advised fund/special initiatives fundraising, with an understanding of planned giving and the importance of building endowment assets.

This position is entrusted with the strategic design and execution of sophisticated cultivation, solicitation, and stewardship strategies that drive substantial results in meeting the team's fundraising and stewardship goals, which includes establishing

new gifts, stewarding current and prospective donors, and implementing planned giving initiatives. This role also includes managing a team of fundraising professionals, philanthropic advisors and administrative staff for helping to develop and implement the strategy that seeks to support SVCF's role as a global social enterprise and the premier philanthropic partner for charitably minded individuals, families and corporations in Silicon Valley.

This position requires effective leadership, management and supervisory skills, informed by proactive customer service experience. It also will require a deep understanding of issues facing underserved communities and the ability to articulate those issues, all while building and maintaining strong relationships with a diverse set of donors.

Specifically, the Vice President, Development and Donor Engagement will:

- Supervise a team of Fundraisers, Philanthropy Advisors, and others to provide excellent customer service and expediency in donors' grantmaking and philanthropic journeys, providing technical knowledge and strategic supervision to optimize team performance
- Oversee the development and execution of fundraising initiatives (including principal and major gifts, legacy gifts, complex gifts and transformational fundraising)
- Identify new prospects and develop tailored cultivation strategies
- Cultivate and foster relationships with all donors, ensuring effective stewardship, partnership and long-term engagement
- In partnership with the Executive Vice President, Philanthropic Partnerships, lead the development department strategy to continually improve outreach and expand partnerships with a wide variety of clients including individuals, professional advisors, family offices and corporations
- Collaborate with other departments to integrate a culture of philanthropy into overall strategies
- Provide strategic oversight for team fundraising programs and events, ensuring they align with organizational goals
- Represent SVCF at current and prospective donor events, building strong partnerships and deepening relationships with attendees
- Expand the development department's network, strategic partnerships, customer service and differentiating community foundation's brand
- Work in partnership with the Executive Vice President, Philanthropic Partnerships to establish team goals, work plans, and project priorities

- Manage and supervise teams well to ensure their progress towards the departmental plans and projects; oversee their management of subsequent reports
- Work in collaboration with the Executive Vice President, Philanthropic Partnerships and other key staff for major, complex and unusual gift prospects
- Oversee the department prospect assignment process and maintain a lead role with a selected variety of prospects
- Establish and manage the department budget
- Participate actively in strategy development and implementation as a member of the SVCF Leadership Team

Profile of the Successful Candidate

SVCF seeks a professional with a demonstrated track record of management experience; fundraising, donor advising and engagement; commitment to the power of community philanthropy and the common good; innate 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 professionals; and, the dedication to work hard toward the foundation's mission of promoting philanthropy and improving the quality of life in the region. 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.

Within this framework, SVCF seeks a Vice President, Development and Donor Engagement with the following attributes:

- 10 or more years demonstrated experience in senior level technical and complex fundraising and gift planning for community foundations or other donor-advised fund (DAF) providers
- Bachelor's degree
- Demonstrated expertise in complex and large gift transactions including planned gifts, gifts of complex assets, and real property
- Proven track record of bringing in significant (\$1M-plus) gifts
- Deep technical knowledge of tax matters and other legal requirements related to fundraising, DAFs, and legacy or planned gifts
- Demonstrated effort to maintain and improve knowledge in the above areas
- Strong strategic and leadership experience

- Excellent written and verbal communication and presentation skills for multiple and diverse internal and external audiences
- Previous demonstrated experience with leading and managing a development function in a public benefit organization
- Excellent people and project management skills, with an ability to manage a sizeable team and work in diverse groups
- Demonstrated experience with high-net worth donor advising and engagement through events and execution of innovative, effective strategies and philanthropic services
- Strong networker with ability to build strategic relationships with donors and external partners and stakeholders
- Commitment to philanthropy, impact strategies and the support and advancement of the nonprofit community's impact in SVCF's and donors' strategic priorities
- Awareness of local, national, and international issues of importance to donors and the philanthropic sector
- An understanding of the complexities related to IRS regulations, philanthropic tools and vehicles, and foundation-specific compliance
- Demonstrated track record of inspiring, motivating and mentoring a team

Additionally, the successful candidate will likely have:

- J.D. or extensive professional advisor experience

Start Timeframe

We seek to have someone in place by Spring 2025.

Compensation

This position offers a salary range of \$230,000 to \$260,000 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.