Special Olympics Northern California

Senior Vice President
Central Valley Region

Northern California's largest organizer of events and training for people with intellectual disabilities, seeks a Senior Vice President (SVP) to manage regional friend-raising outreach and major-gift solicitations to individual donors, businesses and foundations.

BACKGROUND

Special Olympics is the world's largest sports organizations for athletes with intellectual disabilities, providing year around training to 5,000,000 people in 172 countries. The organization was founded in the 1960s by Eunice Kennedy Shriver and collaborators, and the California chapter grew rapidly. Special Olympics Northern California (SONC) served 31,000 participants and 23,000 athletes across 11 sports, with the support of 21,000 volunteers, 9,800 coaches, 8,300 partners, 500 schools and over 100 athlete leaders.

Headquartered in Pleasant Hill, SONC's territory runs from the Oregon border down to Tulare County, incorporating 47 counties.



The Fresno Region includes 13 counties from Alpine and Amador all the way down to Kings and Tulare. The SVP will physically work from the Clovis office and will regularly travel and meet with leaders across this region to drive solicitations and coordinate regional Special Olympics events. Signature events include Sports Regional Competitions as well as fundraising events, including the annual Polar Plunge.

BASIC FUNCTION

Reporting to the Chief Operating Officer the Senior Vice President manages all aspects of the Central Valley Region, including:

- **Manage** all major-gift donors and solicitations, and increase contributions overall.
- **Increase participation** among athletes and volunteers, in the process igniting community support for the Special Olympics movement.

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- **Engage in systematic targeting and direct solicitation** of individuals, foundations and business leaders, working in coordination with the COO and leaders in the Central Development Office to coordinate outreach.
- **Follow** solicitation standards and workflows set by the Central Development Office for all fundraising activities, and coordinate activities with colleagues in other regions.

Responsibilities of this SVP is to build engagement with Special Olympics within the region, and specifically includes:

- In collaboration with the Central Development Office and other Special Olympics Northern California regions, design outreach and solicitation strategies aligned to the Strategic Plan and annual budget.
- Manage a regional staff of 6-7 direct and indirect reports, including schools, program, and development staff.
- Deliver $450,000 - $500,000 of contributed revenue for the region through program and event sponsorships, employee giving, consumer campaigns, community giving, and third-party events.
- Create and manage a Regional Impact Council of community members to provide financial support in the region.
- Manage the region's finances, including preparing and monitoring the budget, controlling spending, and providing appropriate reports.
- Build strategic partnerships to include, but not limited to: local school districts, universities, and colleges; agencies and other service provider; groups/organizations to support volunteer needs; relationship with law enforcement agencies; community outreach focused on meeting or exceeding athlete and volunteer recruitment goals and identifying community partners to help support those goals.
- Adhering to and enforce processes, policies, and procedures (performance, training, discipline, etc.).

QUALIFICATIONS

Candidates should have the following qualifications:

- 5+ year track record of success personally raising gifts from individuals and institutional sources; broad-based knowledge of various development activities including: direct solicitations, online giving, social media, proposal and grant development, planned giving, event planning and management; practical experience in using data to manage the fundraising process, enhance donor cultivation and drive fundraising priorities.
- Experience driving outreach and messaging to communities using social media, email interactions, branding and advocacy in ways that engender support from diverse constituents, while advancing toward contributed revenue goals; demonstrated knowledge of techniques for segmenting and connecting with targeted groups is an advantage;
- Able to analyze and formulate disparate information into a sound, well-organized plan;

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holds team and self accountable for reaching or exceeding targets; strong business skills that include planning, budgeting, outreach strategies and tactics, and a demonstrated ability to organize, manage, motivate, and inspire others to productive action.

- Demonstrated success in shaping developing, coaching, and leading high-performing regional teams of staff and volunteers, particularly to drive friend and fund raising initiatives.
- A strong commitment to SONC's culture and values; an openness to be guided by others; a good listener and strategist comfortable receiving input from many sources. Superior written and oral communication skills and the ability to articulate a compelling case in person and in writing for SONC programs. Demonstrated success in bringing regular, positive media attention to an organization.
- Emotionally mature with a sense of perspective, humor, fun and experimentation.

COMPENSATION

The salary offered for this position is a flexible range from $100,000 to $120,000, with the opportunity for variable compensation in the future based on achievement of strategic objectives.

Benefits include: Medical, Dental, Vision, 403(b) retirement plan, life and long-term disability insurance, vacation, sick and personal days, federal holidays, and a paid winter break.

For further information, or to nominate others, please contact:

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