

SVP - Sacramento & Northern California

- Deliver \$830,000 of contributed revenue for the region through program and event sponsorships, corporate giving, corporate grants, corporate engagement & 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, including with: local school districts, independent schools, universities and colleges; government agencies, law enforcement, healthcare and other service providers; groups that might support volunteer needs (church groups, veterans orgs, Rotary International, similar orgs); chamber of commerce and community development organizations; and businesses and other professionals.
- 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; 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.

SALARY RANGE

The base salary for this position is anticipated to be \$130,000 - \$150,000, 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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