

VP Philanthropy (VPP) – United Way of Collier and the Keys

Mission: The United Way of Collier and the Keys creates thriving communities by improving the financial stability of families living paycheck to paycheck and by strengthening health and education.

Overview of Responsibilities for Vice President Philanthropy: Responsible for achieving United Way's overall Philanthropy and Resource Development goals and overseeing all related events to meet the goals and objectives of the 2025 Strategic Plan.

Key Responsibilities: The Vice President of Philanthropy serves as a key leadership team member and an active participant in making strategic decisions affecting the organization. In partnership with the President and Chief Executive Officer (CEO), the Vice President of Programs, the Vice President of Finance and Operations, and the Area President for the Keys, this position is responsible for all fundraising and development activities including all aspects of staff fundraising plans. The VPP Provides leadership and direct staffing to the Resource Development Committee, Strategic Planning Committee and United Way Board of Directors

The successful candidate will help forge new relationships to grow the United Way of Collier and the Keys impact and financial resources. The VPP is responsible for the development and execution of identified strategies through a recent exhaustive development study (Carter Study) to cultivate, solicit, and steward philanthropic support from individuals, and corporations, and work closely with the Strategic Planning team.

The VPP will have primary responsibility to manage the infrastructure needed to sustain and grow our budget through corporate partners, corporate engagement, workplace giving, major gifts, annual giving, planned giving, affinity groups and development services and sponsorships. The VPP will expand and diversify UWCK donor base/pipeline and work closely with other team members to secure funding for new initiatives.

In addition, the VPP will work closely with the Board of Directors and support Board Members as they take on a more active fundraising role. S/he will further develop and implement strategic plans for engaging companies and individuals and driving the most strategic revenue channels into truly vibrant donor communities.

The ideal candidate to assume this role must possess strong abilities including: demonstrated business development acumen; experience leading a team of fundraising professionals, diplomacy, flexibility, accountability, sense of humor, and the ability and commitment to empower and mentor his/her colleagues.

Required Skills, Knowledge and Experience:

- Bachelor's degree required; MBA preferred: CFRE designation highly preferred

- 12+ years of progressively responsible positions in non-profit corporate development fundraising
- Demonstrated business development acumen and success
- Experience leading a team of fundraising professionals
- Strong executive presence
- Innovative, creative and strong interest in executing new strategies to exceed revenue goals
- Strong interpersonal skills and demonstrated progressive relationship management / closing of large workplace campaigns or major gifts
- Team player with excellent communication skills
- Regular travel to the Florida Keys required; must possess a valid Florida Driver's License and acceptable driving record.

Salary commensurate with background and experience. Robust benefits package.

To Apply: Please send a cover letter, and resume, with desired salary to ann.marrese@uwcollier.org

The United Way of Collier and the Keys values diversity in the workplace and among our agencies and customers. We provide equal opportunity for employment and promotion to all qualified employees and applicants on the basis of experience, training, education, and ability to do the available work without regard to race, religion, color, age, sex/gender, sexual orientation, national origin, gender identity or expression, disability, marital status, veteran status, genetic information, ancestry or any other status protected by law. Furthermore, The United Way of Collier County is committed to providing an equal opportunity workplace that is free of discrimination and harassment based on national origin, race, color, religion, gender, ancestry, age, sexual orientation, gender identity or expression, disability, marital status, veteran status, genetic information or any other status protected by law.