

## Vice President, Development

### Vital Strategies

Vital Strategies, based in New York City, is an international public health organization. We develop and oversee programs to strengthen public health systems and address leading causes of morbidity and mortality, providing expertise in project implementation and management, strategic communications, epidemiology and surveillance, and other core public health capacities. Our specific programs include road safety, obesity prevention, tobacco control, and activities to strengthen public health data systems and the use of public health data to guide policy and decision-making. Activities are based in low and middle income countries and cities in Africa, Latin America, Asia and the Pacific. Please visit our website at [www.vitalstrategies.org](http://www.vitalstrategies.org) to find out more about our work.

### The Position

Reporting to the Chief Executive Officer (CEO) the Vice President (VP), Development serves as a key member of the senior leadership team at Vital Strategies. The successful candidate is a superlative and strategic relationship builder and will be responsible for creating, cultivating, and systematically growing a portfolio of public and philanthropic support. The VP will work closely with senior leadership and board members to strategically identify and prioritize opportunities and will support the CEO and board members in fundraising and solicitation activities.

### Specific Duties:

- Work with the Executive Management Team and senior staff to create and implement a comprehensive development strategy to raise programmatic and general support funds for Vital Strategies from corporations, foundations, and individuals
- Develop a strategy for raising funds from the public sector
- Identify and cultivate relationships with high net worth individuals capable of making significant gifts for Vital Strategies initiatives
- Build and manage a portfolio of relationships with leaders at key corporate and foundation prospects
- Identify and cultivate relationships with both donors and professional advisors
- In partnership with program leads, clearly articulate Vital Strategies' value proposition, impact of programs, and unique role in the global public health sector
- Develop a visible and effective external profile, regularly representing Vital Strategies at large and small gatherings of influential stakeholders including private and public donors, prospective donors, professional advisors, and business leaders
- Build a development team
- Collaborate with the Chief Operating Officer (COO) and Chief Financial Officer to ensure alignment to Vital Strategies' strategic plan and to develop budgets and financial targets for fundraising .
- Monitor and report regularly on progress

## Qualifications and skill set:

- 10-15 years of professional experience in a nonprofit organization with proven success leading major philanthropic gifts, preferably in the global health sector
- Tangible experience of having expanded and cultivated public and private donor relationships over time
- Confidence and comfort interacting with high net worth individuals and C-suite leaders in the private sector
- Excellent team leader, capable of managing complex, concurrent proposal processes, teams, consultants, and staff
- Superb communication skills, both written and oral; ability to clearly articulate the mission and objectives of the organization
- Strong organizational and time management skills with exceptional attention to detail
- Strategic thought partner and facility in 'connecting the dots' to creatively identify opportunities
- Self-starter with the ability to work independently and achieve goals with minimal oversight
- Collaborative style with an ability to work across varied cultures
- Bachelor's degree required, graduate degree preferred

## How to apply:

Please send CV and a cover letter, including salary expectations, to [hr@vitalstrategies.org](mailto:hr@vitalstrategies.org) by **June 22, 2018** indicating the position applied for in the subject line.

Vital Strategies offers competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer include: health, dental and vision insurance where Vital Strategies pays generously towards the cost of these benefits for employees and their families/domestic partner; 15 paid vacation days (rising to 20 paid vacation days from fourth year of service and 25 from seventh year onwards), 13 paid federal holidays and paid days off between the Christmas and New Year's holidays; paid sick days; retirement savings plan; commuter benefits and basic life and personal accident insurance.