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| <b>Job Title</b>        | Vice President of Development   |
| <b>Employer/ Agency</b> | Military Child Education Coalition  |
| <b>Job Description</b>  | <p><b>About the Position</b></p> <p>The Vice President of Development will be responsible for building and overseeing the development program and expanding opportunities for revenue growth. Reporting to the Sr. Vice President/Chief Operating Officer, the position will supervise a staff of 5-10. S/he will have direct oversight of fundraising activities from all revenue sources including individuals, corporate and foundation giving, government agencies, special projects and events. The Vice President will launch systematic initiatives to identify and cultivate new donors, implement best practices and provide the vision, leadership and direction for all fundraising activities.</p> <p><b>Key Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Meet annual fundraising goals and provide leadership necessary to achieve long-term financial objectives</li> <li>• Launch systematic initiatives to identify and target individuals capable of making major financial commitments in support of MCEC</li> <li>• Oversee the development operation, including annual campaign, major gifts, corporate relations, foundation relations, government relations, donor relations, events and development services</li> <li>• Carry a portfolio of principal and major gift prospects</li> </ul> |
| <b>Qualifications</b>   | <ul style="list-style-type: none"> <li>• Minimum of 5 – 7 years of experience in leadership roles in development operation or comparable organization</li> <li>• Demonstrated success in managing major gift cultivation and solicitation, meeting annual fundraising goals and implementing best practices in advancement procedures</li> <li>• Successful track record of building high performing development organizations. History of advancing start-up or turnaround development programs a plus</li> <li>• Ability to work with donors and prospects at a national level</li> <li>• Experience in building an online giving program with utilization of email marketing and social media</li> <li>• Interpersonal skills to create and develop productive relationships across internal departments</li> <li>• Successful track record of working with boards and senior leadership</li> </ul>  |

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|                           | <p>in advancing fundraising activity</p> <ul style="list-style-type: none"> <li>• High degree of analytical skills combined with superb written and communications skills</li> <li>• Bachelor's degree required; advanced degree preferable</li> </ul> |
| <b>Salary/Hours</b>       | Negotiable / Full-Time   |
| <b>Employer/Agency</b>    | Military Child Education Coalition   |
| <b>Address</b>            | 909 Mountain Lion Circle   |
| <b>City, State, Zip</b>   | Harker Heights, TX 76548   |
| <b>Contact Person</b>     | Tami Vinson  |
| <b>Contact Title</b>      | Consultant   |
| <b>Telephone Number</b>   | 720-612-6423   |
| <b>Email Address</b>      | <a href="mailto:tvinson@dinispheris.com">tvinson@dinispheris.com</a>   |
| <b>Application Method</b> | Email resume to Tami Vinson at <a href="mailto:tvinson@dinispheris.com">tvinson@dinispheris.com</a>  |
| <b>Opening Date</b>       | Immediate  |

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