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Bedford Stuyvesant Restoration Corporation (Restoration) VICE PRESIDENT OF DEVELOPMENT

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Description

BACKGROUND & MISSION

Bedford Stuyvesant Restoration Corporation (Restoration), the nation's first community development corporation is a comprehensive community development corporation. Restoration relentlessly pursues strategies to close gaps in household and community wealth to ensure that all Central Brooklyn families are prosperous and healthy. The Corporation's strategic direction is to disrupt and close the racial wealth gap. The corporate motto is "Dream and Do".

Over the past 52 years, Restoration has attracted well in excess of \$600 million to Central Brooklyn and catalyzed enormous economic, cultural, and educational improvements, including:

§ Housing

Restoration has constructed or renovated 2,200 units of housing, repaired the facades of 150 homes and provided \$60 million in mortgage financing to nearly 1,500 homeowners. Restoration remains committed to creating a mixed-income community where households of all income levels have access to quality housing;

§ Economic Development

Restoration's programs have attracted more than \$600 million in investments to Central Brooklyn, placed over 23,000 youth and adults in jobs, weatherized more than 6,000 residential units, catalyzed physical and spearheaded the formation of the Fulton Gateway Business Improvement District and economic improvements to Fulton Street. Restoration Plaza is the town center of Central Brooklyn receiving more than 1.5 million visits annually for arts, commerce, education, and civic engagement.

§ Arts and Culture

The Billie Holiday Theatre – Winner of numerous Obie and AUDELCO awards, the Theatre is both an incredible community resource (serving 30,000 people annually over a 36-week season) presenting quality theatrical performances by critically acclaimed playwrights, and also fertile ground for aspiring theatre professionals;

The Skylight Gallery - Features artwork across media, showcasing the work of over 100 artists each year;

The Youth Arts Academy - Offers instruction in dance, music and theatre to over 400 students ages 3 – 18 each year.

Restoration serves more than 50,000 people a year through programs and facilities. Restoration Plaza, the economic, civic and cultural hub of Central Brooklyn. Restoration Corporation is a 501(c)3 nonprofit corporation, with an annual operating budget ranging from \$12 – 15 million, and a full-time staff of approximately 130.

THE POSITION

Armed with a new strategic plan, capital campaign, feasibility assessment, and diverse range of programming, Restoration is committed to generating significantly more revenue.

The Vice President of Development will provide strategic and energetic guidance for all fundraising activities at Restoration. Working in close partnership with senior management team and Board of Directors, this position will oversee: foundation relations; corporate sponsorships; individual giving; event fundraising; and communications.

Currently, the preparation of government grant proposals, as well as the cultivation of government relationships is undertaken by the heads of the Restoration Art, and the Centers for Personal Financial Health, Community Asset Building and Center for Healthy Neighborhoods. The Vice President of Development will participate in determining the best long-term placement of this public sector fundraising, and the best strategies for maximizing public sector fundraising impact.

In order to greatly increase Restoration's fundraising capacity, the Vice President will need to build a comprehensive fundraising program, including the strategic hiring over time of a competent fundraising team. The Vice President will develop all systems (human, operational, and technological) to support a robust and diverse fundraising program.

In addition to achieving the organization's contributed revenue goals for annual operations, the Vice President will periodically oversee special campaigns. The Vice President of Development will assume a critical leadership role researching, planning and ultimately implementing an imminent capital campaign to support the re-envisioning and re-development of Restoration Plaza.

Additional specific responsibilities include the following:

§ Thoroughly understand Restoration — its mission and values, history, culture, programs, funding partners and key stakeholders, operations and potential;

§ Grow fundraising to meet organization's strategic goals;

§ Foster relationships of trust and cooperation with Restoration's Chief Executive Officer, Board Chair, Development Committee, senior management, and staff, forging partnerships that continue to bring forth everyone's best efforts;

§ Assume leadership of Restoration's fundraising strategies; establish specific and realistic fundraising goals and benchmark in consultation with the senior management team; affirm strategies for diversifying income sources; establish personal relationships with current Restoration lead donors (both individual and institutional) to encourage ongoing support;

§ Build and regularly assess Restoration's development department; strategically hire staff to scale up the organization's fundraising capacity; supervise and motivate the development staff, providing coaching, training and guidance regarding professional development opportunities, as needed;

§ Serve as one of Restoration's primary fundraising liaisons to private constituencies, including corporations, foundations, major donors, etc. Develop external alliances and collaborations to achieve fundraising goals;

§ Leverage the organization's diverse board, staff, volunteers and friends to help achieve contributed revenue goals;

§ Enhance the Board's role in fundraising. Work with board members to develop individual fundraising plans and goals. Work with board members to host special cultivation events, as appropriate.

§ Reorient the Development and External Affairs Committee. Restoration's current board has an external affairs committee which focuses on the organization's annual benefit. The proposed fundraising committee will look beyond the benefit with an eye towards developing funding opportunities year-round;

§ Continue to enhance Restoration's annual benefit, as well as create opportunities for additional event fundraising;

§ Diversify corporate fundraising. The banking and finance sector accounted for a significant percentage of Restoration's private fundraising over the past ten years. Given the ongoing trend toward consolidation in the banking sector, new sources of support must be identified and secured;

§ Institute a formal individual giving campaign, which may include (but not be limited to): an expansion of the year-end appeal; exploration of bequest gifts targeting Restoration alumni; and instituting a Facebook and online giving campaign;

§ Enhance Restoration's brand identity to raise the organization's visibility locally and nationally;

§ Oversee execution of all aspects of private development process from stewardship to proposal development to grant reporting;

§ Revisit the feasibility process to determine the potential, scope and scale of a capital campaign in support of the new strategic plan.

§ As a senior manager of the organization, work with the executive staff to develop and execute the institution's budget, strategic plans and operating priorities. Personally representing the interests of the development department within the context of organization-wide issues;

§ Organize the development department's annual planning, goal setting and budgeting process. Manage department operating revenues and expenditures;

§ Direct efforts to develop and improve systems and procedures that track the cultivation and acknowledgement of gifts/grants, manage prospect research and monitor grant reporting.

Requirements

EXPERIENCE / CHARACTERISTICS

The ideal candidate will be a dynamic, professional fundraiser with the ability to motivate and work closely with high net-worth individuals, corporate executives, foundation leaders, and others in the philanthropic community. The ideal candidate will have at least eight years of progressive fundraising experience, having executed multi-million dollar campaigns and held senior fundraising management posts, preferably having run a development department.

Other specific qualifications include:

§ Proactive, creative, self-initiating and resourceful;

§ Outstanding oral and written communication skills;

§ Able to apply a sophisticated knowledge of fundraising strategies and tactical methodologies to achieve contributed revenue goals, including fundraising with social media, and a range of new technologies;

§ Significant knowledge of and successful track record in fundraising from a variety of sources, including individual, corporate, foundation and government. Fundraising experience in New York is desired;

§ Creative, with experience generating ideas for exciting cultivation & fundraising events;

- § Strong corporate sponsorship experience;
- § A systematic approach to fundraising strategies and the management of day-to-day operations. Experience developing and implementing a comprehensive system of fundraising procedures;
- § Collegial and collaborative work style. Adept at leading others through process. Able to be tough-minded if required to ensure goals are met;
- § Exceptional interpersonal skills and the ability to build confidence and rapport among colleagues and stakeholders in a diverse organization and fundraising community. A demonstrated record of working successfully with sources of influence;
- § Strong leadership skills with the ability to promote and sustain a diverse team of professional staff and volunteers;
- § Unquestioned personal integrity and professional reputation;
- § Strategic thinking, with the ability to conceptualize and express ideas and anticipate and act on events which may create opportunities for Restoration;
- § An outgoing and open personality, with tenacity, pragmatism, high energy, and patience;
- § A demonstrated interest in and understanding of Restoration's mission and its goals.

Equal employment opportunity and having a diverse staff are fundamental principles at Bedford Stuyvesant Restoration Corporation, where employment and promotional opportunities are based upon individual capabilities and qualifications without regard to race, color, religion, gender, pregnancy, sexual orientation/preference, age, national origin, marital status, citizenship, disability, veteran status or any other protected characteristic as established under law.

To apply for this position, please forward a resume, as well as a substantive cover letter outlining your interests and qualifications via e-mail to:

janglin@restorationplaza.org

Job Information

Location:

New York City, New York,
United States

Job ID:

48797314

Posted:

June 3, 2019

Position Title:

VICE PRESIDENT OF
DEVELOPMENT

Company Name:

Bedford Stuyvesant Restoration
Corporation (Restoration)

Job Function:

Other

Entry Level:

Job Type:

Min Experience:

No

Full-Time Hire

7-10 Years

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