



Vice President of Philanthropic Engagement Triangle Community Foundation

Located in: Triangle Area, North Carolina

The Opportunity

Triangle Community Foundation serves Chatham, Durham, Orange, and Wake counties, and is the largest nonprofit funder in our region. With over 40 years of experience connecting donors and nonprofits, developing partnerships, and funding solutions to the region's most pressing needs, the Foundation works to ensure that everyone who lives here has the resources and opportunity to thrive. In the last fiscal year, with the help of our generous family of donors, we granted over \$29 million back into the community to make a difference.

Triangle Community Foundation is seeking a Vice President of Philanthropic Engagement to lead the creation and implementation of a comprehensive development and donor stewardship program and strategy to identify, cultivate and secure new donors, and retain existing donors. Additionally, this position will advance a comprehensive planned giving program focused on professional advisor outreach; formulate and execute plans to increase community philanthropic partnerships; and ensure facilitation of all gifts from prospective donors, including non-cash, deferred, and testamentary gifts.

Reporting to the President and CEO, the Vice President of Philanthropic Engagement is a member of the Foundation's Leadership Team and is responsible for leading the Philanthropic Engagement team operations. The Vice President works closely with the President and CEO, Leadership Team, and the Board of Directors, and provides a high-level of internal and external leadership on behalf of the Foundation.

Learn more about Triangle Community Foundation at <https://trianglecf.org/>.

Essential Responsibilities

Fund Development

- Develop long-range strategic asset development and annual work plans, including goals for asset development in accordance with Foundation goals. The Foundation's 2025 – 2029 strategic plan is to raise \$200 million in new gifts and invest through grantmaking and impact investment \$60 million annually in the Triangle region over the next five years.

- In partnership with the team, identify, cultivate, solicit, and close major gifts through new prospects, professional advisors (attorneys, accountants, wealth managers and trust officers), and nonprofit and community groups encouraging their giving to/through the Foundation.
- Organize and oversee the fundraising efforts, including cultivation and solicitation, of the Foundation's Board of Directors.
- Train and support the team to secure gifts and grants and support the leadership team and Board to close gifts as well.
- Lead team to develop and deliver donor relations and engagement programming, including donor education events.
- Develop strategies to involve current donors in Foundation programs and donor-leveraged grantmaking efforts.
- Serve as lead staff liaison to the Professional Advisor Committee and Board committee.
- Regularly connect with and present to professional advisors and their firms to ensure the Foundation is top of mind for their client's philanthropic planning.
- Lead promotion and facilitation of all complex gifts, including bequests, planned gifts, real estate, closely held business interests and private foundation conversions.
- Remain informed on legal and technical issues related to community foundations and the philanthropic field as it relates to current and prospective donors and gifts; advise the Board and staff on these issues as necessary.
- Partner with the CEO to design and execute high level fundraising and outreach strategies.

Donor Engagement and Stewardship

- Develop, deliver, and evaluate the Foundation's donor engagement strategies, policies, and activities with a focus on relationship-building, retention, and recurring gifts.
- Advise and prepare the CEO for donor interactions by providing succinct descriptions of donors' preferences, goals, and grantmaking history.
- Develop and execute strategies to increase engagement and grantmaking from current donors.
- Maintain a working knowledge of issue areas, initiatives, and community networks throughout the Triangle region in order to guide donors and inform their grantmaking.
- Support donors' grantmaking by providing expertise that connects their desired goals with initiatives and organizations in the Triangle.
- Understand and communicate grantmaking policies and practices in support of donors and in line with the current procedures of the organization.

- Ensure the Foundation has a strong system for maintaining up-to-date and accurate records of contacts with donors, prospects, and professional advisors.

Team Leadership

- Lead, build, support, and mentor a world class Philanthropic Engagement team of eight to 10 full time equivalents, with a joyful, high performing work culture and outstanding results. This role directly supervises two positions, the Director of Development and Director of Donor Engagement.
- Perform duties that include interviewing, hiring, scheduling, training, supervising, evaluating, recognizing, and disciplining direct reports, setting employee goals and objectives, resolving employee issues, and ensuring compliance with the Employee Handbook and related personnel policies.

Marketing and Communications

- Work closely with the Marketing and Communications team to develop marketing tools for all development and donor engagement initiatives and charitable giving programs and to communicate new donor and fund development results to the Board of Directors, donors, and the general community.
- Proactively seek opportunities to deliver presentations to boards, agencies, and professional and civic organizations regarding Foundation giving resources. Serve as an external spokesperson for the Foundation with a focus on charitable giving issues and the state of nonprofit philanthropy to serve as a source of wisdom both internally and externally.

Qualifications and Attributes

The ideal candidate will possess the following qualifications, attributes, and competencies:

- Commitment to the Foundation's goals, values, and mission.
- Minimum of 10 years of experience leading fundraising efforts for mission driven organizations.
- Joy for fundraising, including enthusiasm to make asks and manage donor relationships.
- Proven record of closing major gifts and/or sales (\$1 million and above) and donor services/customer service and outreach, in particular with high-net worth individuals.
- Highly motivated, self-starter with strong organizational skills and ability to perform and prioritize multiple tasks seamlessly with excellent attention to detail.

- A relationship builder, with exceptional interpersonal skills and the ability to interact effectively with diverse groups and individuals.
- Highly resourceful team-player, with the ability to also be extremely effective independently and proactive with approaches to problem-solving with strong decision-making capability.
- Expert level writing and oral presentation skills; experience in writing in a variety of styles and for a variety of audiences.
- Experience with databases, Microsoft Office Suite and spreadsheet proficiency required.
- Ability to handle confidential information with discretion.
- High level of integrity, professional maturity and sound judgment.
- Experience in asset development, including unrestricted, targeted, and planned gifts.
- Proven track record of performance management and employee engagement.
- Availability to work outside of traditional business hours, to travel locally and occasionally regionally and nationally.
- College degree required, or related experience. Legal degree or experience with wealth management and/or estate planning preferred.
- Community foundation experience preferred.

The Foundation's office is located in the Research Triangle Park area of North Carolina. Due to the place-based nature of the Foundation's work, the VP of Philanthropic Engagement is expected to spend a significant amount of time in the Foundation's service area of Chatham, Durham, Orange, and Wake counties.

The Foundation team currently works in a hybrid style, convening in its offices several times a week. The VP of Philanthropic Engagement will also be expected to meet regularly with prospects, donors, and other stakeholders. Our office features an open floor plan that encourages collaboration, complemented by private offices and meeting spaces designed for focused work, meetings, and confidential conversations.

Compensation and Benefits

- The salary range for this position is \$132,000 - \$161,000.
- Benefits include health insurance (medical, HSA, HRA), dental insurance, retirement plan and contributions, wellness benefit and Employee Assistance Program, professional development opportunities, and generous PTO to support an optimal work/life balance.

How To Apply

To apply, click on the link to the Vice President of Philanthropic Engagement – Triangle Community Foundation position profile at <https://jobs.armstrongmcguire.com/>. You will see instructions for uploading your cover letter, resume, and salary requirements. In case of any technical problems, contact talent@armstrongmcguire.com. No phone calls, please, and no applications will be accepted by email or directly from third-party posting sites. *Applications without a cover letter will not be considered.*

At Triangle Community Foundation, we believe that when people feel respected and included, they can be more creative, innovative, and successful. The Foundation is an equal opportunity employer and if you require reasonable accommodation in completing this application, interviewing, or otherwise participating in the employee selection process, please direct your inquiries to talent@armstrongmcguire.com.

Employment is contingent upon successful completion of a reference and background check.

About Armstrong McGuire

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