



VICE PRESIDENT OF PHILANTHROPY POSITION GUIDE

ABOUT AMERICAN PRAIRIE RESERVE (www.americanprairie.org)

“Our mission is to create the largest nature reserve in the continental United States, a refuge for people and wildlife preserved forever as part of America’s heritage.”

American Prairie Reserve (APR) is a conservation organization with a bold and ambitious vision rooted in our nation’s founding ideals and spirit of exploration, entrepreneurship and cooperation in the pursuit of shared goals. APR is well along the path of establishing a landscape spanning more than three million acres of private and public land, cooperatively managed for wildlife and public enjoyment. This natural treasure will be one of our country’s greatest gifts to the world, offering multiple cultural and economic benefits to people both near and far, and ensuring those who come after may experience one of America’s most iconic landscapes.

THE POSITION

In this newly established role, the Vice President of Philanthropy will work to expand upon American Prairie Reserve’s current philanthropic efforts now operational under the banner of *Land of Legacy*, a multi-year campaign to raise more than \$100 million. The Vice President of Philanthropy will help sustain and grow a culture of sophisticated leadership gift philanthropy and build a sustainable development organization able to fund APR’s short- and long-term strategic goals.

Based in Bozeman, Montana, and reporting directly to the President, the Vice President of Philanthropy will serve in a critical leadership role as a strategic partner to both the Executive Leadership Team and the National Board of Directors. S/he will join an exceptionally committed, passionate group dedicated to APR’s continued and expanded impact and success.

The Vice President of Philanthropy builds and maintains a portfolio of current and prospective donors; continually prospects and cultivates; develops donor requests for gifts; and directly asks for gifts. S/he designs and implements both short- and long-term engagement strategies to maximize relationships with existing donors and new donors with the capacity to make major and transformational gifts. This position is responsible for advising, coaching, and providing recommendations to advance the cultivation of current and prospective donors.



S/he has overall responsibility for expanding fundraising strategies and providing overall direction for the development and marketing team. The Vice President provides inspirational and competent management of three to six direct reports to foster and develop a flourishing and high-performing team able to grow annual revenues year over year.

MAJOR OBJECTIVES

Within the first 12-18 months, the Vice President of Philanthropy will achieve the following:

- Refine and implement an integrated development and marketing plan that prioritizes fundraising goals, increases annual, major and planned gifts significantly, and continues to grow individual, corporate and foundation giving.
- Establish trust and confidence with the President, CEO, Executive Leadership Team, APR staff and Board members through capable leadership.
- Lead, mentor, and motivate a cohesive team to achieve and exceed current and future fundraising goals.

RESPONSIBILITIES

FUNDRAISING (55%)

- Cultivate and solicit a portfolio of major and leadership gift prospects to achieve both annual and campaign goals.
- Develop and implement strategies to advance APR's engagement in high dollar (seven- and eight-figure) gift/grant requests.
- Recommend and implement unique blended gift models, payment strategies, inventories of donor benefits, compelling campaign messages, and related materials designed to capture the attention and support of pre-qualified high dollar donor sources.
- Develop and lead a team of National Board members and other supporters who assist APR's development efforts in a volunteer capacity.
- Oversee and coordinate the process of the Executive Leadership Team, APR's National Board and others in identifying, preparing, inviting and ultimately securing qualified candidates for APR's National Board of Directors.
- With the Executive Leadership team, create and continually refine a national development strategy to meet the goals of the *Land of Legacy* campaign and ensure a sustainable fundraising model to support the organization's long-term goals.

STAFF & PROGRAM MANAGEMENT (45%)

- Grow, develop and manage APR's comprehensive fundraising operation, collaborating with staff to create, implement, manage and evaluate strategies, programs, collateral, donor research and analytics, communications, reports and all practices, procedures and processes relating to the generation of gift income.
- Collaborate with the development team to identify and drive strategies designed to increase the number of major gift donors and prospects.
- Provide overall executive leadership to the development and marketing team, supervising and mentoring team members, ensuring alignment between programs and supporting the growth of APR's donor base, brand and reputation nationally.

QUALIFICATIONS

The following specific skills, experience, knowledge and attributes are needed for high performance and are desired for the Vice President of Philanthropy:

- Eight or more years of senior leadership and development experience in the nonprofit sector.
- Track record of success as a major gift fundraiser with the demonstrated ability to attract, cultivate, solicit and secure gifts.
- Experience working with a major philanthropic community/network; experience navigating and driving success with a sophisticated National Board of Directors, donors and other volunteer leaders.
- Comprehensive program management skills and experience, including short- and long-term planning and evaluation, philanthropy ethics, cultivation practices, and development and maintenance of systems and processes.
- Inspiring leader of people and teams with a track record of successful employee management.
- Skilled in effective teamwork; ability to drive alignment and productive collaboration.
- Accustomed to being held accountable for ambitious bottom-line results.
- Strategic relationship management experience.
- Highly engaging, exuberant and approachable with savvy interpersonal skills; diplomatic, ambassadorial, and authentic.
- Highly skilled and experienced in polished and persuasive written and oral communication.
- Entrepreneurial and creative; driven to innovate and improve.
- Enthusiasm for and positive representation of APR's mission, values, goals, and culture.
- Frequent travel and ability to attend evening and weekend events on a regular basis.
- Bachelor's degree required; advanced degree is a plus.
- Conservation experience preferred.



APPLICATION

To be considered for this opportunity, please send a letter of interest and resume to:

Colleen Rogers

Consultant, Executive Search

colleen.rogers@campbellcompany.com

Phone: (312) 896-8906



American Prairie Reserve is an equal opportunity employer.