

— THE —  
**NONPROFIT  
SEARCH GROUP**  
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**Executive Search**

**For**

**Vice President of Development**

**Spectrum for Living**



August 2018

# THE NONPROFIT SEARCH GROUP

## The Opportunity

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The Nonprofit Search Group invites you to explore an exciting opportunity at Spectrum for Living. The Vice President of Development will first and foremost be a development executive of exceptional skill, impeccable ethics, extraordinary experience, inspirational leadership and will be responsible for all development, fundraising, and marketing activities across the organization. Spectrum is poised to enter an exciting period of growth and advancement, allowing the new Vice President to make a significant impact on philanthropy at Spectrum.

## Spectrum for Living

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Spectrum for Living (“SFL”) is a non-profit organization dedicated to the philosophy that persons with intellectual and developmental disabilities have the same rights as others to experience a fulfilling and meaningful life. Our programs and services support dignity and independence and encourage each of our adult clients to reach their fullest potential. SFL operates 29 facilities comprised of group homes, residential apartments and adult training centers serving more than 300 adults with disabilities throughout New Jersey’s Bergen, Middlesex, Monmouth and Passaic counties.

## Leadership

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Christopher L. Perry *is the* President/CEO of Spectrum for Living. Mr. Perry is an accomplished nonprofit executive with broad experience in all aspects of management for mission-driven nonprofit organizations. He is a results-oriented and decisive leader with a track record of implementing organizational improvements to maximize mission impact while increasing fundraised revenue and reducing costs.

He most recently served as Executive Director for Ronald McDonald House Charities New York Tri-State Area, an organization that creates, finds and support programs that directly improve the health and well-being of children and families. In addition to his wealth of nonprofit management experience, Mr. Perry is also a licensed attorney and formerly practiced as a civil defense litigator in Manhattan. He holds a bachelor’s degree in Psychology from Skidmore College, a Juris Doctorate from Washington University

School of Law in St. Louis, and a master's degree in Nonprofit Management from the Milano School of International Affairs, Management & Urban Policy at The New School.

According to Spectrum's Board Chair, Christine LaRocca, "We are very pleased that Christopher Perry has agreed to serve as Spectrum for Living's next President/CEO. He is a dynamic, highly motivated and effective leader with a deep personal commitment to serving others, and he has the knowledge and experience to lead Spectrum into the future."

## **Vice President of Development**

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Spectrum for Living is seeking a Vice President of Development. The position reports directly to the President & Chief Executive Officer and is an integral part of Spectrum for Living's Administrative Leadership Team. The position will lead SFL's development efforts organization-wide, working in partnership with SFL's program staff across its various locations. The Vice President of Development will lead, develop and oversee all aspects of fundraising to provide sustained resources for SFL. The position is responsible for developing, directing and implementing a multi-year, multifaceted fundraising strategy to raise funds and awareness of SFL. The Vice President of Development will initially raise \$2 million annually through a combination of special events, walk-a-thons, individual donor cultivation, and appeal mailings and will grow that amount by 5-7% annually over the next five years. Building on the existing fundraising plan, the Vice President of Development will expand and enhance SFL's fundraising capacity in collaboration with the President & CEO, Board of Trustees and senior leadership. The Vice President of Development will prepare and present revenue reports regularly to the President & CEO and Board of Trustees. The Vice President of Development is an outstanding opportunity for a seasoned fundraiser to partner with new leadership at a pivotal time.

## **Areas of Emphasis**

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### **Leadership**

- Manage the administration of the organization's development efforts; to include an ambitious multi-year, multifaceted fundraising strategy.
- Lead, mentor and supervise our development and marketing team, with the opportunity to grow this team by one additional staff member in 2018.
- Manage the department's revenue and expense budgets, initiatives and calendar of special events, appeals and activities.
- Cultivate corporate and foundation support and enhance the organization's fundraising yield from these sources.
- Develop and lead the organization's major gift strategy and manage a portfolio of key donors and prospects working toward successfully closing gift solicitations in the five and six figure range.
- Serve as SFL's primary liaison with major donors, foundations and corporate sponsors organization-wide.

- Oversee and drive cultivation and stewardship efforts by other SFL staff. Coach, support and encourage the Board's development efforts in close collaboration with the President & CEO.
- Oversee SFL's fundraising and development committee to raise awareness and funds locally and as pipelines for trustee recruitment.
- Assess, oversee and direct strategies to solicit support and engagement from corporations.
- Oversee special events and create additional opportunities for donor cultivation and engagement.
- Supervise all aspects of a multi-channel annual appeal campaigns.

### **Personal Attributes**

- A person who will commit wholeheartedly to the mission and vision of Spectrum for Living and is excited about becoming a part of the daily life of the community. A desire to learn more about the issues that adults with disabilities and their families face.
- A person with an understanding of and commitment to working collaboratively across organizational lines.
- A proactive self-starter who thinks broadly and sees the "big picture."
- An engaging individual who develops rapport quickly and builds relationships with ease.

### **Experience**

- Ten or more years of senior development experience, including developing and implementing an annual fundraising plan and managing a department and budget.
- Bachelor's degree required; Master's degree preferred.
- Excellent interpersonal and relationship building skills.
- Strong oral communication skills, including public speaking.
- Strong written communication and editing skills and experience writing grant proposals, reports and campaign materials.
- Strong organizational and time management skills with exceptional attention to detail and focus on excellence.
- Strong leadership and management skills with an established record as a collaborative team builder, trainer and motivator.
- Ability to thrive in a dynamic, fast-paced environment.
- Ability to exercise independent judgement and strong decision-making skills.
- An "outcome orientation" with the ability to effectively manage multiple responsibilities while maintaining the big picture as it relates to the mission and the financial success of the organization.
- Experience in producing large and small events.
- Experience with design and execution of marketing materials.
- Demonstrated results soliciting and securing major gifts.
- Working knowledge of planned giving principles.
- Direct experience working with nonprofit board members and leading and managing key volunteers.

- Demonstrated success in identifying and securing new foundation grants.
- Demonstrated success generating increased funds through events, annual appeals and online giving.
- Ability to work as part of a team, with a variety of people from diverse backgrounds and to collaborate with staff at all organizational levels and across departments and locations.
- Strong computer skills, including Microsoft Office and hands-on experience with Raiser's Edge or another donor database.

## **APPLICATION PROCEDURE**

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Applications will be accepted until position is filled. To be considered, candidates should submit a resume, cover letter and three references, including a statement of interest to [michele@thenonprofitsearch.com](mailto:michele@thenonprofitsearch.com).

Nominations and confidential inquiries made to:

Michele Hickey  
The Nonprofit Search Group  
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17 Village Road - PO Box 188  
New Vernon, NJ 07976  
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Spectrum for Living is deeply committed to the principles of equity and diversity and seeks to create an inclusive community for all staff and trustees. Spectrum for Living is an Affirmative Action/Equal Opportunity employer.