

TRUST FOR THE NATIONAL MALL



Vice President of Philanthropy Location: Hybrid*

*Candidate must live in the DC Metro area

DRi Waterstone
HUMAN CAPITAL

DRiWaterstone Human Capital
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About the Trust for the National Mall

RESTORING, PRESERVING, AND ENRICHING THE NATIONAL MALL

The **Trust for the National Mall** is the official nonprofit partner of the National Park Service, dedicated to preserving, enhancing, and restoring the National Mall. Their mission is to raise funds and awareness to ensure that this iconic space remains a vibrant symbol of our nation's history, democracy, and culture. Working in collaboration with the National Park Service, they preserve and restore the Mall's historical landmarks and memorials, ensuring their longevity for future generations. Main areas of focus:

Restoration and Sustainability – The Trust brings its own expertise as well as access to notable architects, engineers, landscape designers and contractors to help expedite select priority projects of the National Park Service division overseeing the maintenance of the National Mall. They are dedicated to this purpose by designing and delivering modern and resilient solutions, improving the conditions of the park's natural resources, upgrading visitor amenities, and providing access to new educational experiences. By mobilizing private support, including in-kind donations, through a strong constituency base of philanthropic partnerships with local corporations, foundations, and individuals, they are able to bring state-of-the-art models and results needed in design, construction management, and sustainability.

Public Awareness & Education – The Trust works to bring attention to the needs of the National Mall and for public and private support to preserve, restore, and enrich this iconic landscape. Convening thought leaders, key stakeholders, and government officials is an indispensable part of the efforts to propel our initiatives for the National Mall. The Trust's goal for its future educational programming is to provide intellectual, emotional, inspirational, and patriotic connection to the purpose and significance of the National Mall.

Volunteer and Community Engagement - The Trust organizes year-round opportunities for individuals, organizations, and companies to participate in service projects and other volunteer opportunities to support our partners at the National Park Service. Two current programs include Volunteers in Parks (VIP Program) and Trust Service Days. The Trust supports these programs in collaboration with NPS by providing recruitment services, participation in trainings, development of materials, and support for supplies.



The Opportunity

The **Vice President of Philanthropy** will manage and grow the organization's principal and major gift fundraising efforts by playing a lead role along with the President and CEO in elevating the individual, corporate, and foundation giving programs in support of the Trust's comprehensive capital campaign as well as building out its long-term infrastructure for successful fundraising beyond the campaign.

The Vice President of Philanthropy will be an experienced fundraiser who thrives off closing significant gifts and understands how to nurture long-term relationships while leading with a sense of urgency. The Vice President of Philanthropy will work directly with the President and CEO to identify and secure seven (7) and eight (8) figure gifts for the *Our Monumental Moment* campaign. The successful candidate will have overall responsibility and guide strategy while effectively delegating responsibilities related to pipeline management, cultivation, solicitation, and stewardship.

The Vice President of Philanthropy is primarily responsible for:

- ❖ Recruitment and closure of the most significant gifts to the campaign;
- ❖ Overall operating strategy and organization-wide fundraising;
- ❖ Appropriate and best-in-class build-out of a long-range fundraising program that is defined by excellence.

The Vice President of Philanthropy reports to the President/CEO and will manage three (3) Senior Director positions that each oversee external, internal, and special events fundraising functions respectively.

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The Opportunity (continued)

The **Vice President of Philanthropy** will be a passionate fundraiser who is both competitive in nature and whose love of closing deals is matched only by their love of the Trust's mission. A talented team of senior development directors will report directly to this position, who will need to adroitly balance her/his role as principal gift fundraiser, strategist, and team leader. The Vice President will not be focused on day-to-day operations but will rather establish trust and systems that allow and foster accountabilities in the Senior Director ranks and to those who report up to the senior directors. While ultimate responsibility resides with the Vice President, the successful candidate will have exceptional capacity to move quick but not hurry, be highly organized in their approaches, and implement systems where the Senior Director corps and their reports succeed at the highest levels. Annual performance goals and priorities, establishing performance metrics and evaluation and management of the major gift pipeline will reside with the Senior Directors with direct oversight and input from the Vice President. All told, the Vice President will focus her/his attentions on leadership gifts to the campaign and to building fundraising capacity throughout the development department.

The successful candidate will fully support the Trust's comprehensive campaign by:

- ❖ Working directly with the President and CEO to solicit and secure leadership-level principal gifts for the campaign.
- ❖ Managing the leadership portfolio for the campaign.
- ❖ Implementing and overseeing the Trust's overall fundraising strategy.

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The Opportunity (continued)

Team and Organization Leadership

- ❖ Lead the Philanthropy Team (primarily through three senior-level direct reports).
- ❖ Foster systems and delegate specific and daily operations (External Philanthropy, Philanthropic Operations, and Special Events).
- ❖ Oversee priority and goal setting for the Philanthropy Team.
- ❖ Participate as a member of the Trust Leadership Team providing leadership and strategic input on organization goals and priorities.

Board, Campaign, and Donor Management

- ❖ Serve as the primary liaison to the Board of Directors for fundraising and the capital campaign.
- ❖ Manage the Development Committee and its reporting to the Board as well as serve on the Governance & Nominating, and Finance Committees.
- ❖ Manage the Campaign Advisory Cabinet with the President & CEO and the organization's Fundraising Consultants (CCS).
- ❖ Manage the Trust's Fundraising Consultants.
- ❖ Lead campaign meetings with Campaign Chair, President & CEO, etc.
- ❖ Support President & CEO and Board Chair in the recruitment of campaign leadership.
- ❖ Manage a portfolio of principal gift prospects/donors.

Other Responsibilities

- ❖ Participate in building organizational and team culture aligned with the Trust's values.
- ❖ Other duties as assigned.

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The Candidate

REQUIRED SKILLS, EDUCATION, CERTIFICATION AND EXPERIENCE

KEY SKILLS:

- ❖ A Philanthropic Leader: Expertise and demonstrated success as a principal-level (7 and 8-figure gifts) fundraiser with comfortability working with sophisticated philanthropists. The successful candidate will thrive off securing these types of gifts.
- ❖ Exceptional capacity to delegate and not get caught up in the weeds while having expert-level organization skills and a commitment to details.
- ❖ A passion for making people around them successful. Fundraising success for the Trust will require excellence from the entire organization and most notably the development staff. This will require the Vice President to trust the Senior Directors and quickly implement a system that delegates responsibilities accordingly, efficiently, and effectively.
- ❖ Experience and demonstrated success working alongside a motivated CEO
- ❖ A competitive nature along with an empathetic, self-deprecating style. The candidate should understand the difference between urgent and important and have an officers eat-last mentality.

COMPETENCIES

- ❖ Strategic thinker who can activate a plan.
- ❖ Exceptional organization and detail focus.
- ❖ Exemplary communication skills, both written and verbal.
- ❖ Effective coach and team leader for professional staff.

EDUCATION / EXPERIENCE:

- ❖ Bachelor's degree required or equivalent professional work or military experience.
- ❖ At least 15 years with a successful track record in securing leadership gifts at the seven- and eight-figure levels.
- ❖ Experience working on a capital campaign required.

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Applications should be submitted at
www.driwaterstonehc.com/position/vp-of-philanthropy-tnm/

Compensation:

\$210k - \$230k salary per year. The salary listed is one component of the total compensation package for employees.

Equal-opportunity employer:

The Trust provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and professional development.

All first-round interviews for this position will take place via video conference with DRiWaterstone.

DRiWaterstone is women founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.