

Vice President, Strategic Philanthropy

Neimand Collaborative, a social impact marketing and strategy firm, seeks a Vice President of Strategic Philanthropy to support their growing team.

Location: Remote (within USA) with East Coast working hours. The team meets in person 3-4 times a year plus client and business development related travel, as needed.

Schedule & Role Type: Monday – Friday, 9:00 am – 5:30 pm EST (Full-Time, Exempt)

About Us:

Neimand Collaborative is a social impact marketing and strategy firm that helps its clients think, act, communicate and fundraise more effectively for greater impact. We work at the intersection of policy, politics, popular support and philanthropy to help organizations effect change for good. We identify goals, conduct research, define brand relationships, develop sustainable philanthropic and marketing strategies, create motivational messages and implement them with partners. We're a full-service firm because integrated strategies across both impact marketing and philanthropy drive effective change. We work with clients to establish a collaborative culture between marketing, communications, program and fundraising staff to get there.

About the Position

The Vice President, Strategic Philanthropy serves as a senior consultant to our clients and a key business development leader. This role balances two critical areas: (1) providing high-level fundraising counsel and capacity-building services to a portfolio of mission-driven organizations, and (2) driving business growth by cultivating new client relationships and expanding our market presence. The ideal candidate is an experienced fundraising professional who can easily move between hands on client work and strategic business growth.

Responsibilities

Client Strategy & Philanthropic Counsel

- **Innovative Philanthropy:** Deliver philanthropic advice to our clients rooted in donor-centric messaging, current best practices and Neimand's unique research-driven communications approach.

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- **Strategic Planning:** Partner with clients to align staff, board, stakeholders and donors around clear, actionable objectives, integrating philanthropy with broader communications and research strategies.
- **Executive Coaching and Board Development:** Coach clients in strengthening leadership, cultivating high-performing boards and enhancing board recruitment and engagement.
- **Development Assessments:** Assess organizational readiness and growth potential, incorporating donor feedback and research insights to identify opportunities to strengthen fundraising infrastructure and resource mobilization.
- **Campaign Planning & Execution:** Provide counsel on feasibility studies, campaign strategy and implementation, ensuring donor-centric, outcome-focused initiatives.
- **Major & Principal Gift Programs:** Design and strengthen major and principal gift programs that foster a culture of philanthropy and support intentional donor cultivation and solicitation strategies.
- **Interim Fundraising Leadership:** Provide transitional leadership to sustain momentum during organizational changes, guiding fundraising teams and ensuring continuity of donor engagement.
- **Internal Capacity Building:** Lead training on philanthropic best practices to elevate cross-functional understanding and strengthen organizational capabilities.

Firm Leadership & Collaboration

- **Senior Leadership Contribution:** Serve as a senior leader contributing to overall firm strategy, culture and performance, bringing a philanthropic lens to organizational priorities and decision-making.
- **Cross-Functional Collaboration:** Partner closely with communications, campaigns and research teams to ensure philanthropic strategies are seamlessly integrated into comprehensive client solutions.
- **Ways of Working:** Model collaborative, metrics-driven and innovative approaches that strengthen accountability, learning and continuous improvement across the firm.
- **Integrated Solutions Delivery:** Collaborate across teams to deliver integrated communications, marketing and philanthropic strategies that maximize client impact and effectiveness.

Business Development

- **Pipeline Development:** Generates new business leads and builds a strategic pipeline of prospective clients aligned with firm's growth priorities and philanthropic service offerings.

- **Firm Representation:** Represent firm's philanthropic services through compelling written and verbal communications with prospective clients, partners and stakeholders.
- **Relationship Building:** Cultivate and steward relationships that generate new business opportunities and long-term client partnerships.
- **Revenue Accountability:** Meet or exceed annual business development and revenue goals for philanthropic services.

Who You Are:

- **Philanthropy Expert.** You bring deep, broad knowledge of fundraising strategies and programs across both small and large organizations. You have experience providing consulting services or advising multiple clients and a proven ability to strengthen both strategic and tactical fundraising efforts.
- **An Exceptional Communicator.** You have excellent written and verbal communication skills, crafting strong proposals and presentations and translating complex ideas into clear, compelling guidance.
- **A Convener.** You bring together thought leaders and facilitate meaningful conversations to identify creative, effective ways to support clients and cultivate new relationships. You lead client conversations with confidence and work collaboratively with colleagues, consulting partners, individual donors, corporations and foundations.
- **Resourceful and Adaptable.** You're at ease with ambiguity and rapid change. You possess a positive, can-do attitude and are adept at identifying creative solutions to obstacles.
- **Organized and Accountable.** You lead complex workstreams with discipline and focus, manage shifting priorities and consistently deliver against goals, timelines and measurable objectives.
- **A Humble Teammate.** You approach the work with a no-task-too-small, no-ego mindset and are always ready to step in where needed. You lead with a positive attitude and have a proven ability to coach, mentor, build teams and motivate others.
- **Committed to Inclusion.** You have experience working with diverse teams and successfully navigating cross-cultural communication in both local and global contexts. You deeply value creating a workplace that is supportive of difference.
- **Passionate about Social Change.** You are driven by the desire to contribute to making change in our society. You're interested in social change theories and putting those theories into practice.



What You'll Need

- **Senior Fundraising & Advisory Experience:** 10+ years of progressive fundraising or philanthropic advisory experience, including major and principal gifts, campaigns and organizational capacity building.
- **Executive, Board & Client Leadership:** Proven experience advising senior leaders and boards and serving as a trusted counselor across multiple organizations or clients.
- **Business Development & Revenue Accountability:** Demonstrated success building relationships, contributing to business growth and meeting revenue or business development goals.
- **Strategic, Integrated Perspective:** Ability to operate at both strategic and hands-on levels and collaborate across communications, research and marketing to deliver integrated solutions.

What We Offer:

Neimand Collaborative is pleased to offer an expansive compensation package that provides holistic support and opportunities for growth and advancement.

Benefits:

- \$150,000 - \$175,000 salary range commensurate with experience
- Bonuses
- Telephone/Internet stipend
- 401(k) with employer contributions
- 100% premium coverage for health, vision and dental insurance
- Flexible Spending Accounts, Employee Assistance Program, Short-Term and Long-Term Disability, Parental Leave and Life Insurance
- Unlimited PTO policy that enables employees to take time off when and where they need to; whether it be vacation, sick days, mental health days or otherwise. It is a trust-based policy with recommended minimums, paid holidays and an end-of-year closure.
- Commitment to professional development, collegial working community dedicated to employee's wellness
- In-person team gatherings
- Remote (location-agnostic) with East Coast working hours

Application Process - How to Apply

To apply, please email the following items to jobs@neimandcollaborative.com:

1. **Resume:** We kindly ask you to remove your school from your resume. There is no need to reformat your resume. We recommend that you leave your degree as is and just simplify it to "B.A. Economics" for example. *Just remember to remove any undergraduate and graduate school name references where possible.* This "**bias blind**" process is aimed at opening this opportunity to more candidates, reviewing applicants on performance assessments instead of resume proxies (e.g., where you went to school).
2. **Short Answer Questions:**
 - a. What interests you in this role at Neimand Collaborative?
 - b. Describe a time when you had to rapidly adapt a project plan due to unforeseen changes. How did you handle the situation, and what was the outcome?
 - c. Is there anything else you would like us to know about you, your experiences or interest in this role? (optional)

At Neimand Collaborative diversity is a necessity, not a nice-to-have. We encourage those from underrepresented communities — women, people of color, LGBTQIA+, immigrants, Indigenous folks, those with disabilities and people at all the intersections in between — to apply.