

Job Description

Job Title:	Vice President, Philanthropy & Partnerships
FLSA Status:	Exempt
Department:	Philanthropy
Reports To:	President
Location:	St. Louis, MO
Schedule:	Varies; will likely include evenings and occasional weekends
Salary Range:	\$110,000 – 145,000

Description of Organization:

Rung for Women is looking for like-minded individuals to join our team of passionate and enthusiastic individuals who are committed to inspiring women to climb the economic ladder. We envision a world where all women can lead equitable and abundant lives. Rung offers professional and personal development opportunities, along with a supportive community of women who want to earn a thriving wage and overcome the systemic economic, social, and health barriers to wealth creation.

We believe in unlocking potential and possibilities in our staff and members. In 2023, Rung will focus on career pathways in the technology, geospatial, and advanced manufacturing industries.

Rung for Women partners with employers and training partners who offer a fast-track to career launch through short-term industry-specific training, on-the-job training, and apprenticeships. Our members gain access to a community of like-minded women, health and wellness amenities, and childcare to support them in achieving their goals.

Since our launch in March of 2021, more than 300 women have begun a journey with Rung. Many of them have completed coaching, and career training, and have achieved better employment opportunities and increased their income.

Rung is currently hiring several roles as we prepare to launch our innovated model that will allow us to focus on industries with the most high-impact career and income opportunities for women. If you would like to be a part of an organization that is disrupting the status quo in women’s personal and professional lives, Rung for Women is the place for you!

Our Mission:

Inspiring all women to climb the economic opportunity ladder.

Our Values:

- Innovate
- Collaborate
- Invite Joy
- Promote Self-determination
- Uphold Equity

Our staff are:

- Passionate about Rung’s vision & mission
- Collaborators
- Effective communicators
- Self-directed
- Value-adders
- Have a growth mindset and high EQ

Position Summary: We’re looking for someone who is a pro at developing rapport and strategic relationships with a wide range of audiences, is fearless in making “the big ask”, and is an innovator. This position leads and manages Rung’s advancement, brand, and external relations functions, including the

creation and execution of a long-term fundraising and external relations strategy that will ensure the organization's long-term sustainability.

How you'll help Rung achieve our vision: This position is critical in connecting and engaging donors, partners, and larger the community with Rung's vision, mission, and values so that more women can climb the economic opportunity ladder.

What you will do:

Develop a strategic fundraising, branding, and external relationship culture across the organization

- Lead the development and execution of an effective strategy to significantly grow individual, private, foundation, and government funding; strengthen brand visibility; and expand corporate partnerships, thereby strengthening the organization's long-term sustainability
- Work with the President and VP, Administration to set and achieve long-term and short-term fundraising goals that align with overall organizational goals
- Embrace and passionately advocate for Rung's vision, mission, and values
- Nurture a culture of revenue development and brand awareness throughout the organization, ensuring that all staff participate in and support fundraising initiatives to meet revenue goals and can communicate Rung's key messaging effectively
- Serve as the leading spokesperson and ambassador for the organization
- Lead efforts for Rung's development, branding, and external relations operate through an equity lens
- Participate alongside other senior leadership to advance key organizational priorities

Ensure Rung has the resources needed to meet organizational priorities

- Provide vision and leadership around fundraising campaigns and initiatives
- Outline and activate the framework and mechanisms for donor engagement and communication throughout the year
- Lead the building of a major gifts program including establishing a donor cultivation/stewardship process and developing major gift tools
 - Develop and manage a portfolio 10-25 donors capable of making a gift of \$100,000+
- Provide day-to-day management of the Director of Development & Community Engagement and Director of Marketing & Communications to ensure the Philanthropy team has the tools, mentoring, professional development, and resources to meet their goals
- Establish performance metrics for the Philanthropy team, monitor results, and evaluate the efficacy of advancement efforts
- Ensure effective design and implementation of cultivation, acknowledgment and recognition programs
- Support and guide the President, Founder, and Board of Directors in cultivating and soliciting prospects to make gifts supporting the organization

Ensure Rung is positioned for current and future regional, business, and employment priorities as well as partnership and funding opportunities

- Represent the organization externally with regional coordinating bodies, networks, collaborations, etc.
- Work closely with the VP, Strategy & Innovation to identify emerging career pathways and connect with appropriate entities

Ensure Rung has a strong brand and visibility

- Oversee the development of a clear and consistent brand and communications strategy that articulates the organization's services, outcomes, and unique differentiation within the nonprofit market
- Oversee the development, implementation, and continuous improvement of communications activities

What you need to bring us:

- Experience and best practices – 10+ years of successful sales and/or fundraising success institutional partnerships
- Highly relational – ability to develop and sustain rapport with others and strategic relationships that result in positive outcomes for all parties
- A track record of developing and maintaining strong partnerships with a diverse set of corporate partners
- A demonstrated ability to achieve results: specifically securing 6+ figure investments, meeting individual cash goals, and increasing corporate commitments over time
- A leadership style that inspires confidence and encourages excellence, having gravitas, and an engaging and approachable demeanor
- Demonstrated ability to effectively lead people and initiatives
- Track record of partnering with board members on fundraising activities
- A creative, entrepreneurial spirit and demonstrated effectiveness in building or growing fundraising programs
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships
- Expert knowledge of all aspects of fundraising concepts, techniques, and procedures, techniques, and procedures
- Understanding of the local funding landscape and previous relationships with local major donors/funders preferred
- Ability to work both independently without close oversight, but also be a team player who will productively engage with others at varying levels of seniority
- High energy and passion for Rung's vision, mission, and values

Why Rung for Women?

Rung for Women knows that our success is the result of attracting, retaining, and investing in high caliber staff who have a passion for our vision and mission. When you thrive, Rung thrives. We therefore offer a competitive array of benefits, including:

- Comprehensive Health Insurance: Medical, dental, and vision (majority of the cost for employees is paid by Rung) plus short- and long-term disability insurance (fully paid by Rung)
- Retirement: dollar-for-dollar match up to 5% of the employee's annual salary
- Paid Time Off: Up to three weeks of vacation, 1 week off at end of December, 1 week of sick time, 20 hours of volunteer time, and 9 holidays each year
- Flexibility: flexible work schedule and ability to work from home up to three days/week
- Paid personal and family leave: up to 12 weeks paid time off annually for the birth of your child or to respond to your own serious illness; up to 2 weeks to respond to a loved-one's illness
- Cell Phone Reimbursement: up to \$75 monthly
- Professional Development: up to \$2,000 annually to further your professional development, plus monthly professional development in-services



- Team Building: organized activities throughout the year for departments and all staff to build a strong staff community

Rung for Women is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws. This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship.

Application Process

Interested candidates should submit a resume, cover letter, and any other relevant materials, to careers@rungforwomen.org no later than 5:00 pm, on March 31, 2023. Please also complete a short, 5-minute assessment: <https://assessment.predictiveindex.com/bo/6KH/VPPPhilanthropy>