CENTRAL CAROLINA
COMMUNITY FOUNDATION

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YourFoundation.org

Vice President of Advancement

Central Carolina Community Foundation

Location: Columbia, SC | **Position Type:** Full-time, Exempt
Reports To: President & CEO | **Supervises:** Director of Advancement, Advancement Officer

Position Summary

The **Vice President of Advancement** is a key member of the senior leadership team and a strategic partner to the President & CEO. This critical role drives the Foundation's growth by leading efforts to attract new philanthropic capital to expand the Foundation's impact across the region. The top priority for this position is to bring new dollars into the Foundation. This includes cultivating contributions to funds established by individuals, families, and organizations, as well as inspiring gifts to the Foundation's community impact funds that are directed by the board. Success in this role requires a leader who can connect donors' values with meaningful opportunities, whether they seek to stay closely involved in their giving or prefer to entrust the Foundation with making high-impact community investments. With a blend of strategic vision and hands-on development expertise, the Vice President of Advancement will strengthen fundholder engagement, deepen philanthropic partnerships, cultivate relationships with professional advisors, and grow the Foundation's visibility and leadership in community philanthropy.

Key Responsibilities

Donor Development

- Develop and implement strategies to increase the number of funds, contributions to those funds, and direct support for the Foundation.
- Build and nurture relationships with individuals, families, and corporations, as well as professional advisors, to increase contributions, establish new funds, and generate referrals.
- Guide existing and potential fundholders through charitable giving options that align with their philanthropic goals, including the acceptance, transfer, and sale of complex assets and non-cash gifts.
- Promote and expand planned giving opportunities to strengthen the Foundation's long-term approach to grantmaking and sustainability.
- Plan and organize development strategies for field of interest funds and other board-directed funds as part of the overall development strategy.
- Lead the creation of philanthropic learning opportunities for fundholders and provide connections to grantmaking opportunities as appropriate.

Engagement and Stewardship

- Lead a comprehensive stewardship program, including the planning and execution of cultivation, personalized methods of appreciation, and engagement events.
- Drive relationships to move from transactional to transformational.
- Implement a fundholder relationship management system that includes long-term goals, regular touchpoints, and a legacy recognition program, focused on increasing giving from existing fundholders.

- Oversee and expand corporate engagement partnerships through strategic initiatives and programming.
- Provide concierge-level service to existing and prospective fundholders, along with their advisors and members of the community.

Research and Strategic Resource Development

- Research and pursue funding opportunities from corporations, foundations, and other sources to enhance the Foundation's impact and reach.
- Collaborate with the Community Investment team to support grantmaking, community leadership, and organization-wide initiatives – ensuring alignment between donor engagement and community impact.
- Align advancement initiatives with communications strategy and use data to drive action.
- Address inquiries about establishing funds and prepare related materials as needed.

Leadership and Organizational Strategy

- Lead the Advancement Team, providing clear direction, leading and monitoring annual team planning, offering support, and giving performance feedback.
- Partner with the President and CEO to engage and support the Board of Trustees in their philanthropic leadership, including cultivating board members as ambassadors, donors, and connectors to prospective fundholders and partners.
- Support board and committee activities as needed including overseeing the creation, tracking and board approval of fund agreements.
- Actively engage as a member of the senior leadership team, contributing to strategic planning, policy development, and organizational growth.
- Stay abreast of federal, state, and local policy decisions that may impact the Foundation and advise the President & CEO on how to respond.
- Prepare advancement reports and budgets.
- Ensure compliance with Foundation policies.

Community Representation

- Collaborate with communications staff to develop and support the implementation of campaigns that inform, educate, and engage individuals, civic groups, and professional advisors about the benefits of philanthropy, in general, and the Foundation, in particular.
- Represent the Foundation publicly as a speaker, panelist, and community ambassador.
- Perform other duties as assigned.

Qualifications

- Minimum of five years (seven preferred) of progressively responsible experience in advancement, development, financial advising, estate planning, wealth planning, law, sales, marketing, or a related field, with demonstrated success in major gift fundraising and charitable gift planning.
- Proven ability to build, steward, and sustain donor relationships with professionalism, diplomacy, discretion, and care.

- Strong working knowledge of donor advised funds, planned giving vehicles, financial statements, and investment returns, with the ability to communicate complex financial information clearly to fundholders and advisors.

- Superior communication and interpersonal skills, with a demonstrated ability to engage a wide range of constituents including individuals, corporations, foundations, and professional advisors.
- Proficiency with CRM platforms and openness to adopting innovative technologies.
- Strong organizational, strategic thinking, and independent problem-solving skills.
- Demonstrated success in staff management, mentorship, and team development.
- Energetic, collaborative leadership style with a deep commitment to the Foundation's mission and values; thrives in a fast-paced environment.
- Bachelor's degree required, advanced degree preferred.
- Must possess a valid driver's license and vehicle to use in performance of job.
- Must be able to pass a criminal background check.

Salary & Benefits:

- **Salary Range:** $120,000 - $140,000
- **Benefits:** This position is eligible for benefits including comprehensive medical, dental, and vision insurance, short-term and long-term disability, life insurance, health savings account, and a 6% retirement benefit contributed by Central Carolina Community Foundation.

How to Apply:

- Please submit your resume through the Find Great People job posting at https://www.fgp.com/jobs/vice-president-of-advancement-52996/
- Questions may be directed to Christin Mack at cmack@fgp.com or Anne Tyler Edgar at aedgar@fgp.com.

About Central Carolina Community Foundation:

Central Carolina Community Foundation is a public foundation with assets of $280 million and over 525 charitable funds. The Foundation serves 11 counties in the Midlands of South Carolina through grants and scholarships, promotes giving to nonprofits through Midlands Gives, and provides support to statewide philanthropic initiatives including the One SC Fund. Learn more at YourFoundation.org.

Central Carolina Community Foundation is an equal opportunity employer. There is no discrimination regarding hiring, assignments, promotion, or other conditions of staff employment because of race, creed, color, religion, veteran status, national origin, age, sex, marital status, sexual preference, or a disability not pertinent to the assigned job. Central Carolina Community Foundation uses E-Verify to verify employment eligibility for everyone hired.