

LifeMoves

Vice President, Philanthropy

One of California's most effective nonprofits devoted to ending the cycle of homelessness seeks a bold and talented individual with a track record of developing relationships and partnerships resulting in significantly increased revenue.

[LifeMoves](#) is the largest and most effective non-profit committed to ending the cycle of homelessness for families and individuals in San Mateo and Santa Clara Counties. As a results-driven organization since 1987, its mission has been to provide interim housing and supportive services that create opportunities for homeless families and individuals to rapidly return to stable housing and long-term self-sufficiency.

With 26 shelter and service sites from Daly City to San Jose, LifeMoves provides its neighbors experiencing homelessness a temporary place to call home while providing intensive, customized case management through both site-based programs and community outreach. Often referred to as the "secret sauce," case management teaches and reinforces skills that clients need to return to and sustain stable housing. 86% of families and 67% of individuals who engage in LifeMoves programs return to stable housing. Last year, LifeMoves returned over 2,000 people to housing and stability.

LifeMoves is an innovative non-profit that embodies the entrepreneurial energy of an emerging growth company. The executive team is committed to employee satisfaction and the ongoing development of a work culture and environment that increases and maintains morale, productivity, and engagement.

LifeMoves has a pipeline of bold projects designed to drive transformative impact on the community with public sector partners ready to collaborate on new opportunities to grow capacity, and looks to LifeMoves to secure private funds. LifeMoves is developing plans for a multi-phase capital campaign aimed at adding crucial flexible capacity in the near-term and new, next-generation interim housing within the next three to five years. The building blocks are in place for LifeMoves to scale, and the new Vice President, Philanthropy will be critical to the campaign's success.

As a trusted partner, LifeMoves has gained support from Google, Facebook, CZI, Kaiser, Tipping Point, Sobrato Philanthropies and many others that recognize LifeMoves as solution-oriented, outcome-focused, nimble, and innovative. With an annual budget of nearly \$65M, the LifeMoves Board of Directors and Senior Leadership have a goal of growing annual private revenue from \$20M currently to \$25M next year. The Development Team also stewards nearly \$40M in public funds. The Vice President, Philanthropy will provide support as needed to sustain contributed revenue, but will focus their energies in FY22-23 toward radically increasing and securing six- and seven-figure gifts from individuals, corporations, and foundations.

Reporting to the Associate Chief Development Officer, LifeMoves has a staff of over 300 and a will join a talented-high achieving Development team of 27.

THE POSITION

Reporting to the Associate Chief Development Officer, the Vice President, Philanthropy will join at least two Vice Presidents, Philanthropy and will integrate into a strategic, laser-focused environment. The Vice President will be integral to shaping strategies that advance capital and operating campaigns and connect the dots between LifeMoves strategy and the interests of donors, partners, and public stakeholders. The Vice President will have a business sensibility and a dealmaker's ability to persuasively convey LifeMoves expertise, outcomes, capacity to scale, and how private funding generates transformative, visible outcomes. The Vice President

will have the gravitas and grace to successfully interact with astute philanthropists, C-suite executives, and leaders in the public sector. The Vice President will identify and cultivate new relationships with high-net-worth individuals, corporations, and private foundations, as well as steward current principal/capital donors and partners.

On an ongoing basis, the Vice President, Philanthropy will have the following responsibilities:

- Understand the needs of LifeMoves and its clients in order to formulate strategies to promote effective donor and prospect engagement.
- Develop productive, transparent, and collaborative relationships with colleagues, volunteers, board members, and other stakeholders; learn LifeMoves systems and processes, including efforts to cultivate principal gifts; and provide support for in-process gifts and requests.
- Create a pipeline of new funding prospects; facilitate discussions with LifeMoves leadership to match donor interests; leverage program expertise for donor cultivation; and energize internal and external networks to ensure LifeMoves is in front of decision makers.
- Develop cultivation, stewardship, and solicitation strategies for current LifeMoves funders with potential capacity for supporting increased on-going operating expenses and new capital initiatives.
- Evaluate gift opportunities and philanthropic vehicles and recommend customized giving options for donors.
- Provide support to Board members, CEO, Principal Gifts Task Force, and other gift officers to ensure they have the tools, support, messaging, and confidence to interact with potential donors.
- Ensure timely and appropriate written communications and donor recognition.
- Coordinate and communicate with other departments for events, public relations opportunities, etc.
- Advocate for additional resources required to meet funding goals.

PREFERRED EXPERIENCE AND QUALITIES

- A minimum of seven years of experience in fundraising; experience as a Chief Development Officer or Chief Philanthropy Officer is a plus; sales, business development, corporate social responsibility, private banking, wealth management, or philanthropy in a high-performing, data-driven, and results-oriented environment. A track record of achievement and proven ability to innovate and manage towards ambitious goals.
- Comfortable and confident with prospects and philanthropists in a variety of social and professional settings; an engaging ambassador who uses personal interaction as their primary tool; and comfortable aligning the case for support and creating opportunities for engagement.
- A compelling, inspirational advocate and communicator; a good storyteller who can authentically convey LifeMoves mission and bold ideas; and an excellent listener.

- Self-motivated, innovative, and able to work with tactful independence within the context of a team environment and a network of relationships.
- Analytical; uses data to inform workflow, enhance donor cultivation, and drive fundraising priorities. Familiarity with Salesforce helpful.
- Ability to interpret financial information; familiarity with various financial vehicles (*e.g.* stock, donor advised funds, and donations of property, etc.).
- Exceptional organization and follow-through skills; detail-oriented, ensuring An energetic team-player with a strong work ethic; one who will roll up their sleeves when needed.
- Superior written, oral, facilitation and presentation skills.
- A high level of emotional intelligence, a good sense of humor and the flexibility and sensitivity to work with diverse personalities and situations, and meet people where they are.
- A values-driven individual; a committed to housing the most vulnerable and knowledge of regional homelessness issues and solutions would be helpful.
- A bachelor's degree is required. Familiarity with AFP fundraising standards is preferred.

For further information, please contact:

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