

OPPORTUNITY DESCRIPTION



VICE PRESIDENT OF DEVELOPMENT CHILDREN'S HEALTH COUNCIL (CHC)

LOCATION: This position is hybrid.
The successful candidate will need to reside in the Bay Area
and work onsite 2-3 days per week.
CHC's office is located in **Palo Alto, CA.**

COOK SILVERMAN SEARCH
775 E. Blithedale Ave. #395
Mill Valley, CA 94941



Children's Health Council

ABOUT CHILDREN'S HEALTH COUNCIL (CHC)

Children's Health Council (CHC) is a nonprofit organization committed to helping children, teens, and young adults reach their full potential by addressing barriers to learning, mental health challenges, and social-emotional difficulties. CHC provides services to support ADHD, learning differences, anxiety and depression, and autism through a variety of programs, including clinical services, educational programs, and advocacy.

CHC serves youth and families in the Bay Area and beyond, focusing on the challenges faced by those experiencing barriers in mental health and learning. The organization's mission is to create a community of understanding, inclusion, and support for youth and families, enabling them to thrive.

For more information, please visit <https://www.chconline.org/>.

Learn more about CHC's impact on youth and families [here](#).

OPPORTUNITY HIGHLIGHTS

- **Salary range:** Salary range: \$220,00 – \$240,000 (Additionally, as a member of the CHC leadership team, this position could be eligible to participate in the agency's annual leadership incentive plan.)
- **Benefits include:**
 - Generous holiday and PTO policy
 - Comprehensive health, vision, and dental coverage
 - Retirement savings plan with employer contributions
 - Professional development support
- Opportunity to lead fundraising initiatives that directly impact youth mental health and education in the Bay Area community

YOU ARE

- **A Passionate Fundraiser:** You bring a successful track record of raising major gifts and building diverse revenue streams.
- **Strategic and Empathetic:** You are driven to connect with donors and stakeholders in an authentic, community-centered way.
- **A Collaborative Leader:** You excel in managing a team and working across departments to achieve shared goals.
- **Mission-Driven:** You care deeply about youth mental health, education, and creating inclusive communities.

- **Inclusive and warm:** You are grounded in community, a strategic thinker who is Bay Area centric, approachable, and warm in manner.

POSITION OVERVIEW

The **Vice President of Development** (VPD) is a pivotal executive role at CHC, responsible for leading a comprehensive fundraising strategy to ensure financial sustainability and support CHC's mission. This role requires a visionary leader with exceptional skills in donor cultivation and stewardship, corporate and foundation partnerships, event strategy, and team management. The VPD will collaborate closely with the CEO, board, and senior leadership team to advance CHC's mission and goals, building a thriving donor pipeline to support CHC's impact in the community.

REPORTING RELATIONSHIPS

The Vice President of Development reports directly to the Chief Executive Officer (CEO) [Ryan Eisenberg](#) and oversees a talented and dedicated development team of five, including, Director of Institutional Giving, Director of Individual Giving, Advancement Manager, Annual Giving and Prospecting, Advancement Manager, Database Management and Reporting, and Advancement Manager, Events and Communications. The VPD supports staff development and growth and is in alignment with CHC's strategic priorities.

PRIMARY RESPONSIBILITIES

Fundraising Strategy and Execution:

- Develop and execute a comprehensive fundraising strategy aligned with CHC's mission and goals.
- Expand CHC's donor base through strategic pipeline development focused on individual giving and corporate, foundation, and government support.
- Lead annual giving programs and planned giving programs, including grateful patient programs, to enhance donor engagement and revenue.

Major Gifts and Donor Cultivation:

- Cultivate major donors, corporate and foundation partnerships, and steward long-term relationships.
- Work with the CEO and board members to support cultivation activities, donor recognition, and relationship-building.

Fundraising Events:

- Develop and manage strategic fundraising events, such as galas and community events, to increase visibility and financial support for CHC.
- Lead efforts to innovate and maximize event success, aligning with CHC's mission and goals.

Board Liaison:

- Engage the board's Development Committee in fundraising efforts, providing updates, metrics, and support for key initiatives.

- Work closely with board members to leverage their networks and increase organizational impact.

Team Leadership and Management:

- Lead and mentor the Development team, fostering a high-performance culture with a focus on collaboration and professional growth.
- Support team members in achieving development goals and aligning with CHC's strategic objectives.

Communications and Outreach:

- Collaborate with the marketing team to develop compelling messaging and outreach content that supports development goals.
- Act as an advocate and ambassador for CHC in the community, promoting engagement with diverse audiences.

Operational Oversight:

- Manage the development budget, tracking resources and outcomes to ensure financial goals are met.
- Oversee donor data systems, ensuring data accuracy and efficient tracking for reporting and analysis.

COMPETENCIES

- **Education:** Bachelor's degree required; advanced degree or CFRE preferred.
- **Experience:** Minimum of 10-15 years in nonprofit development, with a track record in major gifts, corporate/foundation partnerships, and strategic event management.
- **Skills:** Proficiency in CRM systems; strong knowledge of Bay Area philanthropy; and excellent communication and leadership skills.
- **Attributes:** Empathetic, mission-driven leader with a collaborative spirit and strong analytical mindset.

EQUITY STATEMENT

Children's Health Council is committed to equity and inclusion. We welcome applications from individuals of all backgrounds and do not discriminate based on race, color, national origin, sex, age, religion, sexual orientation, gender identity, marital status, veteran status, disability, or any other protected category in our hiring practices.

TO APPLY

For more information, or to apply for the Senior Director of Development position, please upload your resume and cover letter [here](#).

All applications will be kept confidential, and every applicant will receive a response.

Children's Health Council is an Equal Opportunity Employer.