

# ByalaSearch LLC

## VICE PRESIDENT OF PHILANTHROPY

**ByalaSearch LLC** is pleased to announce that our firm has been retained by United Nations Foundation to identify candidates for the position of Vice President of Philanthropy.

### ABOUT THE UNITED NATIONS FOUNDATION

The United Nations Foundation (the UN Foundation) was created in an act of innovative philanthropy to be an agile and strategic partner for the United Nations in advancing its highest goals and values. The Foundation works to mobilize ideas, people, and resources to solve global challenges at scale, from global health security to climate change, and grow a diverse and durable constituency for effective collective action. The Foundation focuses on issues at the heart of the Sustainable Development Goals, building initiatives across sectors and engaging diverse influencers and constituencies to drive global progress.

Over the years, the Foundation has pioneered novel instruments for philanthropy (from the Measles & Rubella Initiative that was one of the earliest pooled funds to tackle a global problem, to the COVID-19 Solidarity Response Fund created in 2020 that raised a quarter of a billion dollars for WHO and its partners), incubated multi-sector partnerships (from early initiatives like the Clean Cooking Alliance and Data2X to more recent partnerships like the U.S. Climate Alliance), and worked to grow diverse constituencies for the UN and its goals.

### Primary Function

The Vice President of Philanthropy is the UN Foundation's lead development executive. Working closely with the Foundation's President and CEO and top leaders across the institution, the successful candidate will steward existing and new relationships with individuals, corporate donors and select foundations that support the Foundation's core work, including the work in climate, global health, gender equality, Sustainable Development Goals, multilateral innovation, and other issues of strategic importance to the UN and UN Foundation. The Vice President will identify evolving opportunities for new funding partnerships and advise program teams on wider funding strategies, including with foundations and bilateral and multilateral donors, where relevant.

The Vice President will be expected to provide vision and leadership to the UN Foundation's philanthropic strategy and activities, with fresh ideas and networks and a proven aptitude to facilitate relationships and donor partnerships in a global context.

The Vice President will not be responsible for raising resources for campaigns, initiatives, and alliances that are housed at the UN Foundation, but will facilitate donor coordination across

these enterprises and serve as a hub for learning and best practice.

Supported by a small team of professionals, the VP will oversee key development functions, including front-line fundraising and donor engagement, strategic fundraising events, data and reporting, donor communications and stewardship, proposal review and compliance, prospect research, and due diligence.

The successful candidate will have a track record working in diverse and international settings. S/he will have a command of major donor segments and proven effectiveness in building partnerships. S/he will also have demonstrated skill in marketing complex organizations and be expected to work closely with the Foundation's communications team.

The Vice President reports to the UN Foundation's President and Chief Executive Officer.

## **Position Description**

### Specific Responsibilities of the Vice President of Philanthropy:

- Develop and implement a comprehensive resource mobilization plan that aligns core and leadership fundraising goals to the Foundation's mission and strategic priorities, with emphasis on major donor and corporate giving.
- In partnership with the President & CEO, work with the Board to expand donor networks and prospects.
- Cultivate and steward new and existing donors
- Spearhead strategies to grow the portfolio of individual donors, corporate partners, and others, with emphasis on strategic partnerships and major gifts.
- Strengthen a culture of data-driven development
- Measure and evaluate the Foundation's overall revenue pipeline, tracking progress toward goals and providing regular reporting.
- Provide strategic support to program leaders who spearhead restricted giving and build and sustain strong relationships with program and development leads across the Foundation.
- Lead a lean team of top development professionals.

### Ideal Skills and Experience:

- Bachelor's degree required; advanced degree strongly preferred.
- Minimum 12 years of leadership experience in development, fundraising, and donor partnerships, including demonstrated leadership of a comprehensive development

program.

- Demonstrated ability to build and grow funding pipelines and fundraising results.
- Track record in of cultivating sustained donor relationships and mission-driven funding collaborations.
- Entrepreneurial mindset with a drive to try, test, and operationalize new techniques
- Commitment to driving success based on data and learning
- Experience working with senior executives and major donors, with experience in policy environments a plus.
- Demonstrated fluency working in a diverse global environment.
- Keen attention to detail; solid analytical and problem-solving skills.
- Strong leadership, administrative, and budgetary skills.
- Willingness to travel.

### **Critical Competencies for Success**

- Track record of aligning a team's development strategy to support an institutional strategy and priorities.
- History of developing and cultivating a pipeline of mission-based foundation, corporate and individual donors at the six and seven figure levels.
- Work effectively and diplomatically with a diverse group of internal and external constituents.
- Success in shaping a culture of philanthropy among Board members and staff for organizations with diverse funding needs
- Ability to think strategically and develop short- and long-term development plans and strategies.

Kindly send nominations or expressions of interest to:

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