



## Regional VP of Development

**DEPARTMENT:** Business Development

**POSITION LOCATIONS:** (1) Detroit, MI; (1) Chicago, IL and (1) Oakland, CA

**ACCOUNTABILITY:** Executive Vice President, Business Development

For 25 years Operation HOPE has been dedicated to empowering underserved communities through financial literacy, now our work encompasses more than financial education. Our work is about instilling knowledge and confidence in those we serve so they can experience, sometimes for the first time in their lives, financial dignity.

### **JOB SUMMARY**

We currently have one open position in the following three locations; Detroit, MI; Oakland, CA and Chicago, IL that requires enhancing Operation HOPE client's market, to achieve financial growth and oversight for expanding Operation HOPE, Inc. business by selling professional non-profit development across a variety of sectors and work environments. The successful candidate will have the ability to sell standard professional non-profit development offerings, such as workshops and training, as well as more consultative custom solutions centered on financial dignity. This is an exciting opportunity for an experienced non-profit sales professional to bring their unique set of skills and relationships to a non-profit organization.

### **DUTIES AND RESPONSIBILITIES**

Primary duties and responsibilities include but are not limited to the following:

- Maintain client relationship management with donors and supporters on a continual basis to establish effective communication with them
- Develop major gift program including identification, cultivation and solicitation of major donors
- Direct and implement capital campaigns that include other major fundraising drives
- Negotiate and close all non-profit business development partnerships
- Maintain extensive business development knowledge of current market conditions

- Independently source new clients by developing with relevant resources for sales and non-profit business development
- Contribute HOPE financial literacy knowledge with core content areas of leadership, management development and organizational effectiveness
- Team collaboration throughout HOPE organization to ensure an excellent client experience, client interactions from delivery through follow up
- Direct collaboration with marketing director to develop creative outreach strategies that will attract and retain clients
- Achieve sales and revenue goals in non-profit partnership with the EVP
- Demonstrate an ability in sales and non-profit business development as a professional while working with C-Suite executives
- Attribute a unique ability to build relationships, develop networks with high quality account management skills
- Other duties as assigned

## **REQUIRED SKILLS AND EDUCATION**

- Bachelor's Degree with a minimum 7 years non-profit negotiating and business development skills
- Minimum 3 years' experience in Sales Force software
- Minimum 5 years of excellent sales, professional services and client relationship management skills
- Demonstrate strategic thinking while engaging with C-suite executives
- Strong presentation skills on all levels
- Familiar with a multitude of software platforms which includes but not limited to: Microsoft Suite, Case Worthy, Sales Force, Microsoft 365

## **EEO STATEMENT**

Operation HOPE is an Equal Opportunity Employer, all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, protected veteran status, disability status, sexual orientation, gender identity or expression, marital status, genetic information or any other characteristic protected by law.

## **HOW TO APPLY**

Please visit our website at: [www.OperationHOPE.org](http://www.OperationHOPE.org) and click on Careers.