



Vice President of Advancement and External Relations
Location: Boston, MA

The preferred application deadline for this position is April 18, 2023. Please note that we do not guarantee review of applications after this date.

About EdVestors

Founded in 2002 as a platform to connect Boston philanthropists with the city's public schools by identifying, shaping, and matching donors with promising improvement efforts, EdVestors' work has evolved over the last 20 years to couple the mobilization of resources with implementation support and thought leadership. Throughout our evolution, our commitment to the city's schools and students has remained constant.

Our mission is to advance equitable, meaningful education that prepares every Boston student to activate their power and shape their future, a mission we drive towards by 1) activating people and resources, 2) learning and iterating in context, and 3) influencing system change. We believe that continuously attending to all three drivers ensures our organization and its core programs and initiatives – the School on the Move Prize, Racial Equity Seed Fund, Boston Public Schools Arts Expansion, Zeroing in on Math, and Career Pathways – will create impact.

Since our founding, we have raised and invested over \$40 million in our city's public schools. Our efforts focus our work in Boston Public Schools (BPS). The relationships we have built and our track record of effectiveness have solidified our critical role as a trusted partner and thought leader in Boston, and our position grants us access to the decision makers impacting Boston schools and students, enabling us to advocate for system-wide change.

Our values drive our efforts and shape our relationships with each other and our partners:

- **Just** - We aim to advance racial equity in our organization, schools, and communities, as we continue to learn about and interrogate white supremacy culture and systemic racism. We commit to thoughtfully assessing our role in upholding systems of oppression, to working in community toward mutual accountability, and to remaining optimistic as we pursue equity in education for our students. Please see more about our approach to racial equity [here](#).

- ***In Community*** - We care for our colleagues and community. We believe the greatest potential for impact comes from working together and that success flows from listening, learning, and working in community.
- ***Thoughtful*** - We are reflective, critical, and responsive. We are sensitive to the needs and aspirations of those we work with and carefully consider the impact of our actions.
- ***Committed*** - We are dedicated to making a difference in the lives of Boston students. We invest in sustainable practices that create deep, meaningful, and long-lasting impact.
- ***Optimistic*** - We believe that an equitable future for our students and ourselves is possible. We bring joy, hope, and a desire to be better to the circumstances that challenge us.

Position Overview

EdVestors is seeking an experienced, dynamic, and mission-aligned leader to serve as the organization's Vice President (VP) of Advancement and External Relations, responsible for leading all aspects of our philanthropic work and approach including: strategy development and execution, stewardship, people management, and operational oversight. Reporting to and working closely with the CEO, the VP of Advancement and External Relations will play a key role in supporting the organization's continued impact by ensuring EdVestors' short- and long-term viability. As a member of the EdVestors leadership team, which makes decisions regarding organization budget and finance, staffing, and strategic direction, the VP of Advancement and External Relations will partner closely with the CEO, Board, and other leadership team members and manage a two-person development team. This is a fantastic opportunity for a dynamic relationship-builder and strategist to make a significant impact on a mission-driven organization that is accelerating improvement in urban schools.

The VP of Advancement and External Relations is a full-time hybrid (currently at least 25% in-person) position, though additional in-person time may be required due to the nature of the position.

Responsibilities

Leadership and Strategy

- Lead revenue generation efforts for EdVestors with a focus on raising our annual operating budget, currently \$6.3 million
- Guide EdVestors' fundraising strategy and approach while centering the organization's commitment to its values including racial equity, fostering authentic long-term relationships, and ensuring ongoing organizational viability
- Employ a data-informed approach to strategy and execution, adjusting both as needed to ensure success
- Cultivate and support Board members' engagement in development and related network-building

- Ensure continuation of a healthy cash reserve in partnership with the CEO and other organizational leaders
- Prepare and present analysis of development data and related materials for Board and other stakeholders

Donor and Stakeholder Engagement

- Direct all aspects of generating and stewarding current and potential funders for the organization, in alignment with EdVestors' mission, values, and goals
- Lead an effective people- and education-focused donor and stakeholder engagement strategy to manage and grow the organization's portfolio of donors
- Expand and increase the diversity of EdVestors' supporters including engagement and inclusion of BIPOC individuals
- Build and sustain lasting and meaningful relationships with EdVestors' current and potential community of supporters
- Capitalize on EdVestors' robust annual events calendar, including the School on the Move Prize Ceremony and the Education Showcase, to grow relationships, engagement, and philanthropic support
- Guide strategy and design for all prospect and donor messaging in support of fundraising and related partnership opportunities

Team and People Management

- Lead and provide oversight to EdVestors' development team, ensuring sound management and the meeting or exceeding of all team goals and commitments
- Support and guide team members in their contributions towards fundraising including grant proposals, report writing, donor cultivation, prospect mailings, event management, annual appeals, and technology and information systems management
- Support, lead, coach, develop, and retain a diverse staff, providing formal and informal feedback and performance management support and identifying professional growth and leadership opportunities
- Contribute to organization-wide people and talent discussions and decisions as member of the leadership team

Operations and Systems

- Lead the ongoing refinement of EdVestors' fundraising operational infrastructure, including improvement and revision of future and existing systems (including Salesforce and Click and Pledge) to ensure a sustainable, high-performing development function
- Ensure systems, structures, technology, and data are used effectively and efficiently to inform and improve EdVestors' fundraising and external engagement approaches
- Lead others in adoption, strategic use, and improvement of relevant systems
- Ensure timely use of and accuracy of information entered in systems and platforms to support impact

Preferred Qualifications

We are excited to identify the best candidate for this role. Research has shown that people of color and women are less likely to apply for jobs if they don't believe they meet every one of the qualifications described in a job description. We encourage you to apply, even if you don't believe you meet every one of the below qualifications or you have a less traditional background.

- Exceptionally strong alignment with the mission and approach of EdVestors, including a deep commitment to advance racial equity in public education in Boston, alignment with EdVestors' values, and a desire to be part of a team that is committed to growth and learning including related to racial equity
- Significant experience and demonstrated success leading the development or other externally-facing function in a fast-paced, entrepreneurial nonprofit organization
- Demonstrated ability to identify high-net-worth institutional and individual donors and cultivate relationships leading to substantial investments
- People focused orientation with interest and experience in creating strong authentic connections with new constituents, engaging current stakeholders, and strengthening long-standing relationships
- Passion for urban education, interest in school and system improvement, and knowledge of Boston education and relevant local and/or national philanthropic landscape
- Exceptional organizational leadership, management, and delegation skills
- Experience with practices and systems used to improve development operations, including effective technology solutions such as Salesforce and Click and Pledge
- Intellectual curiosity, humility, openness to giving and receiving feedback, sense of humor and results-focused orientation
- Demonstrated ability to work collaboratively to drive impact
- Excellent written and verbal communication skills with the ability to interact well with a diverse range of constituents and stakeholders
- Willingness to work some evenings and occasional weekends to attend events

Compensation

The salary for this position will be between \$140,000 and \$160,000 per year. EdVestors offers a comprehensive benefits package, including medical and dental insurance, life insurance and disability benefits, 401k plan contribution and match, professional development funds, and paid time off that includes 3 weeks of vacation, organization-wide recharge days, holidays, and sick time. This is a Boston-based role. EdVestors has adopted a hybrid work structure of at least 25 percent in-person engagement; this role may require additional in-person presence for the purposes of building and sustaining relationships.

How to Apply

Please submit your application [here](#). The preferred application deadline for this position is April 18, 2023. Please note that we do not guarantee review of applications after this date.

EdVestors is an equal opportunity employer. At EdVestors, we strive to maintain an inclusive, flexible, and diverse work environment, and our team is made stronger by the diverse backgrounds, experiences, and perspectives within our staff. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.