

## **Goodwill of Middle Georgia, Inc.**

### **Vice President of Development**

*Macon, Georgia / Augusta, Georgia*

#### **General Background**

Goodwill Industries has been helping economically disadvantaged populations find meaningful work and career advancement since its founding in 1902 by the Reverend Edgar J. Helms. Today, Goodwill Industries is a \$6 billion plus federation of 165 autonomous members world-wide.

[Goodwill of Middle Georgia, Inc.](#) (GIMG) was founded in 1975 to serve individuals with disabilities and other special needs. Following a community needs assessment, GIMG opened its first Job Connection office in Macon, Georgia in 1995, where anyone with a barrier to employment could receive counseling and job placement assistance. Goodwill's unique vocational services have helped thousands of unemployed individuals discover and develop their God-given gifts and begin new careers.

The organization delivers services in 31 counties in Georgia and four in South Carolina placing nearly 31,000 people in employment over the past five years. It has been recognized with numerous international awards and is one of the most innovative Goodwill organizations in the world. It is a \$55 million charity that operates a career college (Helms College-[www.helms.edu](http://www.helms.edu)) and numerous applied learning social enterprises including restaurants and a private club ([www.edgarshospitality.com](http://www.edgarshospitality.com)).

#### **Position Overview**

The Vice President of Development for the Goodwill of Middle Georgia (GIMG) will serve as the lead fundraiser in a fast paced, entrepreneurial environment. The successful candidate needs to be a strategic thinker and doer who can mobilize people within a complex organizational environment. A primary role of the VP of Development will be to identify, cultivate and solicit foundations and corporations to partner in innovative programs. In addition, s/he will identify and oversee application to government grant programs that support the human economic development programs operated by Goodwill of Middle Georgia.

He or she must be able to think creatively, with the ability to accept a reasonable level of risk, and be open to change. The VP also serves as a key member of the GIMG's

leadership team and will report to the President of Goodwill Industries of Middle Georgia, Jim Stiff.

## **Responsibilities**

- Responsibility for planning, implementation, and oversight of current fundraising programs including corporate and foundation relations, government grants and major gifts.
- Lead the strategy for approaching corporations, foundations, and grant programs including researching, developing and overseeing proposals, tracking and compliance, report writing and acknowledgments.
- Implement Phase II of a comprehensive campaign with a goal of \$12.5 million including campaigns in four communities within the GIMG territory.
- Lead the day to day activity of the Foundation, a separate 501(c)(3) entity.
- Manage and oversee the current fundraising staff at GIMG – currently two positions – Senior Manager of Development and Senior Manager of Mission Services and the addition of a Major Gifts Manager to be hired.
- Work in partnership with the VP of Marketing in the development of a marketing and media plan as it relates to and supports fundraising.
- Work in partnership with the President/CEO and obtain input from senior leadership, including the Board of Directors and Foundation Board, for priorities in philanthropic projects and identification of prospects.
- Effectively communicate the status of fundraising to the President/CEO, the GIMG Leadership Team, the Board of Directors, and the Foundation Board on a regular basis.
- Actively participate in the solicitation of gifts to GIMG.
- Provide support to the President/CEO of GIMG in matters relating to fundraising.
- Travel as necessary to program sites in Georgia and South Carolina plus corporate giving and foundation and federal grant offices.
- Develop metrics for fundraising success.
- Develop stewardship plans and activities for donors.
- Hire, train, and manage the staff of the fundraising/development office.
- Perform other duties as required.

## **Professional and Personal Qualifications**

- Energized by the Reverend Edgar Helms faith-based vision and passion for helping economically disadvantaged populations find meaningful work and career advancement. Interest in using social enterprises to achieve and underwrite this mission
- Bachelor's degree, advanced degree a plus
- 6-10 years of professional fundraising experience and community outreach
- Demonstrated success in obtaining substantive foundation and corporate support
- Experience in overseeing applications for federal support
- Demonstrated success in the development and execution of high level fundraising strategies
- Strong capabilities in planning and organizing

- Excellent written, oral and interpersonal communication skills, including political acumen to establish and maintain good working relationships throughout the organization and with outside constituencies
- Be goal driven and possess a high degree of creativity, motivation, maturity and energy

## **Location and Compensation**

Goodwill of Middle Georgia, Inc. has administrative offices in Augusta and Macon, Georgia. This position is be onsite at one of these locations. Salary is competitive and benefits include medical, dental, LTD, vision, and a 401K retirement plan.

## **Non-Discrimination**

Goodwill of Middle Georgia, Inc. does not discriminate on the basis of race, religion, gender, age, national origin, disability or sexual orientation.

## **Application Process**

The search for the Vice President of Development is being conducted by The Moran Company.

To apply for this position, submit a cover letter and resume to Becky Hauk, The Moran Company. [Apply Now](#) Resume should be chronological and include all professional education and experience, dates of employment (month and year), position/title, and organization names.