Vice President of Development

About the Organization
One World Surgery (OWS) is a nonprofit organization with the vision of a world committed to safe, timely and accessible surgical care. Our mission is to ignite the spirit of service and transform lives by providing access to high-quality surgical care globally. OWS funds and operates the world-class Holy Family Surgery Center in Honduras and construction for a second site in the Dominican Republic is nearing completion. Our nonprofit is dedicated to helping thousands of underserved patients receive surgical and primary care and helping hundreds of physicians, nurses and others contribute to making a positive impact in global health. With the support of more than 100 global teammates, One World Surgery hosted over 50 medical missions and 1,500 volunteers in Honduras and the Dominican Republic in 2023.

One World Surgery has a strong mission-oriented and values-based culture with passionate and highly engaged teammates across the Dominican Republic, Honduras, and the United States. We embody the spirit of service and seek to learn and continuously improve to expand our impact on patients, volunteers, and communities. We foster supportive working environments where teammates can utilize their skills and grow professionally. We regularly connect as a global team to celebrate personal and organizational milestones.

Position Summary
The Vice President (VP) of Development provides strategic direction and oversight and implementation for all fundraising and communication initiatives. They are responsible for meeting diverse revenue goals and ensuring long-term strategic growth and mission-aligned communications. Leading the Development team, this position develops and implements a robust annual fundraising plan. Key priorities for the next 12-24 months include broadening and retaining donors at all levels of giving and developing a plan to increase annual revenue from $8M to $10M within the next three years.

The leader that fills this role is a highly-experienced nonprofit development professional with demonstrated fundraising success. The individual should have both strategic-level and tactical thinking abilities, experience managing a high-performing team, influence and consensus building acumen, and a passion for One World Surgery’s mission and values.

Reports to: CEO

Supervises: Development Division

Major Responsibilities

- Manages, coaches, and develops a growing team responsible for achieving annual revenue and communication goals in a manner consistent with our values & culture
- Serves on the leadership team contributing to organizational strategy and leading reporting on the development division’s annual plan both internally and to the Board of Directors
- Develops a comprehensive development and fundraising strategy that includes but is not limited to individual donors, corporate partnerships, events, grant sources, and foundations
• Accountable for the team’s achievement of revenue targets; establishes division’s annual
   goals and objectives and is accountable for ensuring that goals and objectives are met
• Oversees all fundraising initiatives such as corporate and workplace giving, grants,
   major gifts, individual giving, events, and new fundraising opportunities
   o Leads the development of relationships and engagement of target partners,
     corporations, individuals, and grants
   o Enhances donor recognition and retention, increases reach and penetration of
     workplace campaigns within existing partners, and cultivates new corporate
     partnerships
   o Advances fundraising opportunities including foundation grants, individual giving,
     event revenue, and other fundraising vehicles
   o Manages and personally solicits a portfolio of major gift donors and/or corporate
     partners, and coordinates the cultivation of new prospects
• Creates and implements a multi-channel marketing and external communications
   strategy that increases engagement; supervises the Communications Manager and
   ensures all day-to-day and routine communication, social media, website and marketing
   duties are being carried out to brand standards and in alignment with the strategic plan
• Monitors financial expenditures and progress to budget and takes appropriate measures
   to meet top and bottom-line goals ensuring a high return on investment; partners with
   the Finance team to ensure all donations and pledge processing are handled to the
   highest levels of stewardship, accuracy, and security
• Collaborates with Finance team to ensure accuracy in donor and gift records, reporting
   and audit compliance

Required Qualifications
• Bachelor’s degree with at least 10 years fundraising experience developing strategies
  that includes but is not limited to individual giving, corporate partnerships, grant sources,
  and foundations
• Has a proven record of raising at least $8M+/year
• Demonstrated creativity in developing successful multiple philanthropic lines and donor
  stewardship
• Experience in small to large scale fund development events
• Ability to build, influence and engage a wide range of donors and long-term
  relationships; extraordinary verbal and written communication skills
• Experience building and managing high-impact teams, both direct reports and cross-
  functionally, that deliver measurable fundraising growth
• Experience developing and leveraging donor data from a donor relations CRM system to
  drive donor strategy and to assist with recognition, engagement, and stewardship
• Experience executing communication strategies
• Strategic and analytical thinking, strong capability for project management
• Excitement for and experience in adaptive change management; tackles ambiguity with
  innovative attitude
• Highly empathetic, collegial, and service-oriented
• Has proficient knowledge of nonprofit GAAP accounting, revenue recognition, and
  restricted/unrestricted net assets
• Enthusiasm to travel, locally and globally, to manage relationships internally and
  externally; up to 15% required

Location: Fully remote. Candidates must be located in the United States within 30 miles of a
major international airport. Preference for candidates located in Denver, CO or Twin Cities, MN.

To Apply: Fill out the form here.