Ending Hunger

Bread for the World, a 501(c)4 organization, is a collective Christian voice urging the nation’s decision makers to end hunger at home and abroad. Bread for the World Institute is a separately-incorporated 501(c)3 organization that provides non-partisan policy analysis on hunger and strategies to end it. By changing policies, programs, and conditions that allow hunger and poverty to persist, Bread provides help and opportunities domestically and internationally.

Bread equips people to write personal letters and emails, meet with their members of Congress, and work with others to end hunger. Working through churches, campuses, and other organizations, Bread engages people in organized advocacy.

Each year, Bread invites churches across the country to take up an Offering of Letters to Congress on legislation that impacts hungry and poor people. They organize advocacy campaigns to pass federal legislation that will help end hunger and poverty.

Bread works in a bipartisan way. Thousands of individual members, churches, and denominations are active in most Congressional districts. They speak truth to power with a moral and Christian voice. Our goal is to build the political will to end hunger and poverty.

What is Hunger?

Everyone feels hungry on a daily basis. Most people are able to satisfy this craving and need. Even if not immediately, they can count on having a meal or snack within hours. This is not the type of hunger that Bread for the World is concerned about.

People who suffer chronic hunger do not have the option of eating when they are hungry. They do not get enough calories, essential nutrients, or both. People who are hungry have an ongoing problem with getting food to eat. They have a primary need — how to feed themselves and their children today and tomorrow. They have little energy for anything else.
The Opportunity

Bread for the World and Bread for the World Institute are seeking a dynamic Vice President for Development to lead and implement a comprehensive development strategy designed to meet organizational goals. Working closely with the President & CEO, the successful candidate will examine the existing development and membership program and work to mobilize the department with creative strategies intended to excite existing members and inspire others to join the effort to eliminate hunger in all its forms by 2030. The Vice President will be experienced in all fundraising vehicles and will be able to grow membership, corporate, foundation, and individual major gift programs. Bread for the World advocates for changes in policies, programs, and conditions that allow hunger and poverty to persist, both in the United States and abroad. The organization executes its mission through advocacy, outreach, education, and prayer. The organization has embraced a commitment to applying a racial equity lens to all its work, and strives to embody this commitment in its advocacy, communications, research, organizing and operations. Responsibilities include:

**Development**
- Develop an innovative plan to expand the pool of major donors and manage a major donor portfolio containing current members and launches an effort to identify and persuade a new member base.
- Transform current major individual donor relationships by building relationships with donors and creating individualized stewardship plans designed to engage with their personal portfolio of donors even when not making an ask.
- Develop and manage a foundation engagement and fundraising strategy in coordination with the President/CEO, the Executive Director and relevant department heads. Oversee staff to develop proposals, finalize agreements, and report on grant progress.
- Identify and reach out to potential corporate partners, designing an outreach strategy that builds a base of corporate support and donor matching programs.
- Establish a strategy to work with church partners to develop partnerships and secure donations.
- In coordination with the Deputy Director of Development and Membership, support the implementation of the direct response fundraising program, which includes direct mail, digital, and telephone fundraising and member acquisition.

**Management**
- Collaborate with the senior management team, Executive Director, and President/CEO to contribute to effective and efficient program implementation through cross-departmental teams and working groups.
- Develop and manage a department budget to support a comprehensive, efficient fundraising plan.
- Represents the department in Board of Director meetings and provides staff leadership for the Board’s Development Committee.
- Supervise and provide mentorship and leadership to the Deputy Director of Development and Membership, the Leadership Gifts and Major Giving Manager, and Major Gift Officers.
The next Vice President of Development will be a dynamic leader with experience in all aspects of fundraising. This person will have a passion for ending hunger both in the US and abroad and will be experienced in engaging all audiences in fundraising efforts. This collaborative leader will be excited about creating new programs and executing innovative fundraising strategies in pursuit of clear advocacy goals. Key characteristics include:

**Background**
- At least 10 years of experience in managing broad fundraising programs and staff, with a record of successfully designing and implementing new fundraising programs, including experience with planned giving programs.
- Bachelor’s Degree required; additional related courses or professional training preferred.

**Skills & Experience**
- Ability to create strong interpersonal connections with individuals, building upon relationships with the goal of fully engaging donors.
- Experience representing an organization at public functions and events; comfort level in public speaking and engagements with hundreds of attendees.
- Interest in and ability to engage donors of all backgrounds and points of view, with the goal of expanding Bread’s membership regardless of an individual’s or group’s faith background.
- Strong verbal and written communications skills; capable of crafting language targeted at specific groups that will meet them at their level.
- Experience developing and implementing fundraising strategies for those of all ethnic and racial backgrounds.
- Ability to engage with high-level leaders in advancing fundraising efforts, to include the President/CEO and Board of Directors.
- Track record of making strategic decisions that have a positive impact on organization-wide priorities while soliciting 6-figure gifts.
- Success in building strategic relationships that benefit the organization, the philanthropic partner, and ultimately lead to increased support in the future.
- Deep commitment to Christian values and how different religious communities interact both internally and externally.
- Extremely organized with an understanding of and comfort in using Microsoft Office and Raiser’s Edge.
- Ability to travel up to 50% of the time (post-COVID).
Questions, résumés, and CVs should be sent to search@driconsulting.com

Bread for the World is committed to advancing racial equity externally and internally, all staff members play a vital role. In the course of our work, each staff person should work to apply a racial equity lens to their work and practices; and participate in racial equity and antiracism on-going training. Bread for the World is also committed to being an equal opportunity employer. Bread for the World does not and shall not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin, disability, marital status, sexual orientation, military status, in any of its activities or operations.

All first-round interviews for this position will take place via telephone/video conference.

DRI is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

Search conducted by Development Resources, inc. www.driconsulting.com