

Position Profile

***On behalf of our client, The Minneapolis Foundation,
CohenTaylor Executive Search Services
is conducting a retained executive search for its***

***Senior Vice President
of Philanthropic Services***



**MINNEAPOLIS
FOUNDATION**



MINNEAPOLIS FOUNDATION

Fast Facts

- Established in 1915, it's one of the oldest community foundations in the world.
- Manages more than \$850 million in assets.
- Administers more than 1,400 charitable funds supporting more than 2,000 different causes and charities every year.
- Investment returns in its long-term growth portfolio have averaged more than 9% over the past ten years.
- In FY2019, together with its donors, invested more than \$80 million in programs and services that change lives and strengthen communities.
- Headquartered in the IDS Center in downtown Minneapolis, its work is supported by 45 staff members.
- Governed by an all-volunteer board representing community leaders in public, private, and nonprofit sectors.
- A Donor Advisor Committee, Professional Advisor Committee and other committees include board members as well as community volunteers.

For more information, visit

www.minneapolisfoundation.org



The Minneapolis Foundation is working to build and sustain a thriving philanthropic community where racial, social, and economic equity is a reality for everyone.

Mission:

The Minneapolis Foundation is a community foundation that connects people, ideas, and resources to improve lives in Minnesota and beyond.

Vision:

A greater Minneapolis that is vibrant, inclusive, and positioned to thrive locally and compete globally.

The Organization: A Community Foundation

Community foundations are nonprofits with expertise in philanthropic planning and community issues. They administer charitable funds established by generous individuals, families, and businesses. As a community foundation, The Minneapolis Foundation provides guidance and advice to these donors to determine the best use of those funds to meet community needs, helping them achieve their charitable goals—locally, nationally, and internationally. In addition, the Foundation offers leadership on pressing community issues through advocacy, convenings, research, public awareness campaigns, and grantmaking from unrestricted funds. The Foundation's key grantmaking areas include education, economic vitality, civic engagement, the environment, healthcare, and the arts. Its competitive grants aim to increase racial, social, and economic equity in greater Minneapolis.



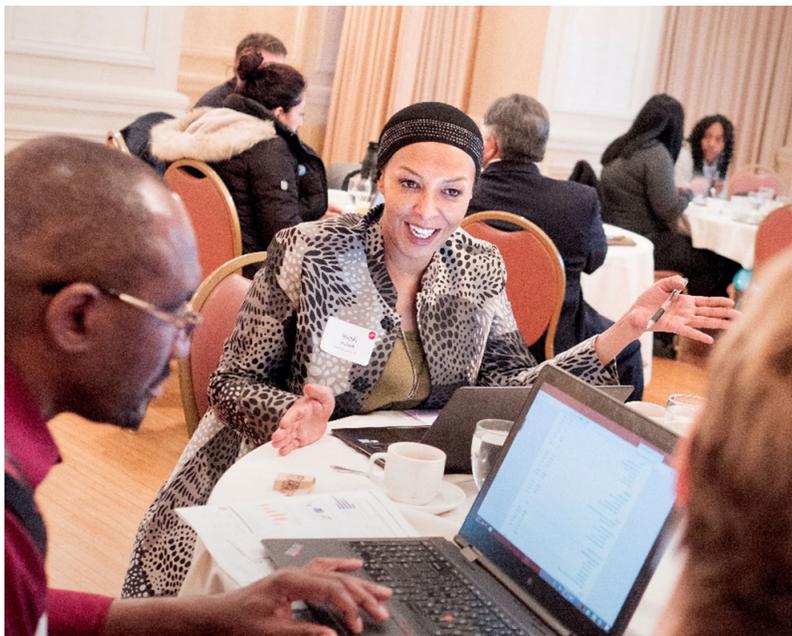


Philanthropic Services

The Minneapolis Foundation's Philanthropic Services team supports companies, individuals, and families who have established charitable funds at the foundation. They help these donors leverage the Foundation's many resources to achieve their charitable goals. They build relationships!

The Philanthropic Services team:

- Provides guidance and advice to individuals and families as they choose between a variety of charitable fund types, selecting the best tools to accomplish their goals.
- Builds understanding within a community of allied professionals (including tax, legal, and financial advisors) of the planning tools and products that are available to high-net-worth families with charitable intent.
- Facilitates multi-generational philanthropy, helping families come together to give with greater focus, passion, and strategy.
- Leverages their deep knowledge of high-impact strategies and nonprofit organizations to help donors identify and attain their philanthropic goals.
- Identifies corporations that are interested in establishing charitable funds to support the goals of the company and encourage workplace giving. These might include funds set aside to respond to special needs of a company's employees.
- Builds understanding of the philanthropic process, engaging young professionals and the family members of donors to pool charitable funds and work together to address a community issue. This work engages younger donors in research around a community need, visits to nonprofits doing work in response to this need, and responsive grantmaking based on collective decision-making.



The Role

In shaping, implementing, and managing The Minneapolis Foundation’s fundraising strategy and donor services program, the Senior Vice President, Philanthropic Services plays a key leadership role for the Foundation by strategically integrating, growing, and diversifying all revenue streams of the Foundation and articulating this vision among staff, board, donors, grantees, and the larger community. The Senior Vice President is responsible for supporting the philanthropic strategy of the Foundation.



Strategic planning, goal setting, and implementation:

- In partnership with the Foundation’s Leadership team, lead the development and execution of an advancement strategy consistent with the Foundation’s mission, vision, and values and in sync with established and emerging community and donor interests.
- Responsible for structuring, implementing, and monitoring an effective development program that considers community priorities as primary and considers trends in donor interests as an emerging and critical factor.
- Champion the process for identifying, developing, and launching new offerings for The Minneapolis Foundation.
- Assess need of, identify resource consultants, and implement fundraising analysis and evaluation to measure the effectiveness of efforts, methods, costs, and results. Program must include soliciting gifts for new philanthropic funds and ultimately generating significant legacy gifts for the Foundation’s discretionary endowment.

Resource management:

- Provide leadership and oversight of all functions, plans, performance, personnel and budget management, consulting services, etc., of the Philanthropic Services team.
- Provide consistent professional development, support, and guidance to direct reports to ensure that they have the tools, information, and coaching necessary to carry out their work at the highest level.



Donor cultivation:

- Lead philanthropic community efforts by creating a two-way dialogue, sharing ideas and potential strategies to cultivate long-term, collaborative relationships; manage the cultivation and stewardship of existing donors as well as the solicitation of new donors by creating opportunities to keep donors engaged in the Foundation’s work and by proactively responding to individual donor interests.



- Effectively cultivate a robust personal portfolio of high-net-worth prospective donors and intermediaries, primarily focused on current and former Trustees.

Prospect research:

- Facilitate and/or participate in the identification of prospective donors, the development of appropriate cultivation strategies, and, as appropriate, gift solicitations and negotiations.

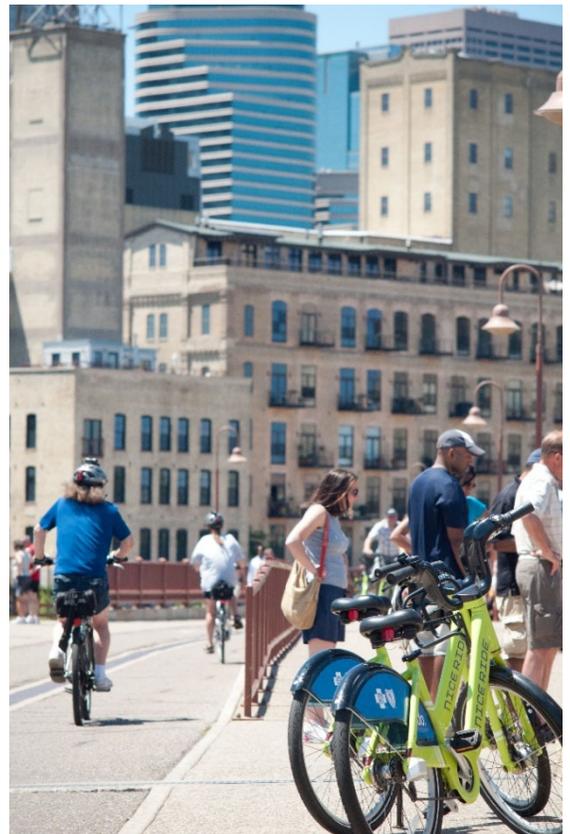
Donor service:

- Maintain and enhance the array of services that the Foundation provides to various donors and their funds, ensuring consistently exceptional donor service.
- Lead Philanthropic Services staff in their work to proactively align donor interests with grantmaking opportunities by both increasing the impact that donors have in their own interest areas and increasing their understanding of the Foundation's interests.
- Identify existing donors with the capacity to add to their funds and lead the Philanthropic Services team in working proactively with these donors to increase their investment with the Foundation.

The Ideal Candidate

The ideal Senior Vice President of Philanthropic Services will increase the capability and capacity of The Minneapolis Foundation through internal team leadership as well as their external community presence.

While no one candidate will have all the criteria enumerated below, the ideal candidate will possess many of the following professional and personal abilities, attributes, and experiences:



- Experience (preferably 8-10+ years) leading a dynamic organization in the nonprofit, corporate, or governmental sector where there are multiple and diverse stakeholders.
- Leadership and external relationship building skills to support the growing needs of a philanthropic community.
- The ability to develop and manage a team to achieve collective and individual goals.
- Commitment to community issues and to leading through a lens of equity.
- Experience working as part of a multidisciplinary team and working effectively with persons and communities from diverse cultural, social, and ethnic backgrounds, with a proven ability to work in a complex environment requiring significant collaboration.
- A proven track record of securing large-scale investments/gifts.
- An understanding of the financial/legal aspects of planned giving, including a familiarity with investment management strategies and CRM database experience.
- Exemplary interpersonal skills; the ability to lead through influence and engage effectively with key leaders from the community's businesses, faith organizations, government, nonprofits, other foundations, and target audiences.
- Demonstrated experience developing a strategic plan and setting long-range policy and program planning.
- The ability to build collaborative and productive relationships both internally and externally with a wide network of contacts.
- Excellent communication skills; an inspiring and motivational speaker, both one-on-one and in public.



For more information or to send your credentials, please email

info@cohentaylor.com

All inquiries will remain confidential.

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities

The contractor will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the contractor's legal duty to furnish information.