

Arts, Culture, & Media Philanthropic Advisors

VICE PRESIDENT, CLIENT PARTNERSHIPS

THE OPPORTUNITY

Arts, Culture, & Media Philanthropic Advisors (ACM), the arts-specific practice of The Angeletti Group, accepts nominations and applications from interested senior-level, goal-oriented professionals to be part of our dynamic and growing team of frontline development and fundraising consultants. This work is conducted both remotely and onsite with clients as assigned.

Consultants who serve as a Vice President, Client Partnerships will partner with Peter Hansen, ACM's principal, on a range of client engagements, such as feasibility studies, development assessments, campaign counsel, annual fund expansion, and more.

You will work both independently and with the larger ACM/TAG team on a variety of client projects and must be able to navigate a wide range of organizational cultures across arts, culture and public media. The successful candidate must have a depth of knowledge within these areas of practice. All team members must have a demonstrable level of proven success in major gifts, campaign fundraising, and/or annual fund/membership management.

Successful consultants will be adept at a variety of tasks from high level expertise to detail-oriented timeline and project management. In this position, you will take ownership of client partnerships to identify, design, and implement successful development and fundraising initiatives. Additionally, consultants are responsible for recruiting new clients with support from Peter Hansen. ACM offers a generous referral program for new clients secured through personal networking.



Because responsibilities will vary from project to project depending on the needs of our clients, interested individuals should possess wide-ranging qualities and experience that make them successful in the following areas of emphasis:

AREAS OF EMPHASIS FOR THE VICE PRESIDENT, CLIENT PARTNERSHIPS

- Take ownership of multiple client partnerships at a time, providing strategic counsel and hands-on support to a variety of organizations and institutions.
- Drive the strategic implementation of a Monthly Action Plan for every client engagement; be responsible for ensuring that contract deliverables are met on a timely basis.
- Conduct qualitative and quantitative analysis of development programs through review of philanthropic revenue performance, peer benchmarking, and personal interviews.
- Develop materials for and implement campaign feasibility and planning studies.
- Plan for and manage comprehensive, targeted, and capital campaigns as well as major gift initiatives.
- Collaborate with TAG's Communications Team to prepare campaign and other fundraising materials, including case statements, development plans, and major gift proposals.
- Work alongside administrative and volunteer leadership at clients to develop cultivation and solicitation strategies for key prospects; prepare briefings and solicitation materials for staff and/or volunteers.
- Provide high-level coaching to develop the skills of development staff and volunteers.
- Coordinate multiple aspects of a client

relationship, including TAG/ACM staff and contractor support.

- Maintain regular communication with clients between visits through phone and email.
- Prepare and deliver concise, high-impact presentations and reports.
- Demonstrate autonomous work; manage deliverables and deadlines and produce client-ready outputs.
- Serve as a resource for all aspects of clients' development functions.
- Recruit new ACM clients and participate in proposal/pitch discussions as necessary.

QUALIFICATIONS

- Must have demonstrated success working with nonprofit organizations, particularly in the arts and culture sector.
- Must have experience with comprehensive, target and capital campaigns/major gifts.
- Experience as a consultant and conducting feasibility studies preferred.
- Excellent project management skills required, including demonstrated experience coordinating multiple work streams and/or managing multiple projects.
- Strong interpersonal, analytical, and organizational skills required.
- Excellent communication skills (verbal and written) and an ability to build relationships with clients and potential clients.
- Must be willing to pitch in on additional projects when needed.
- Bachelor's degree required.
- 4+ years of experienced in non-profits preferred.
- Must be able to use technology efficiently and confidently; adept at Microsoft Office and Google Suite, and Zoom.
- Experience with fundraising databases a plus.
- Must be able to travel up to four days a week if needed.

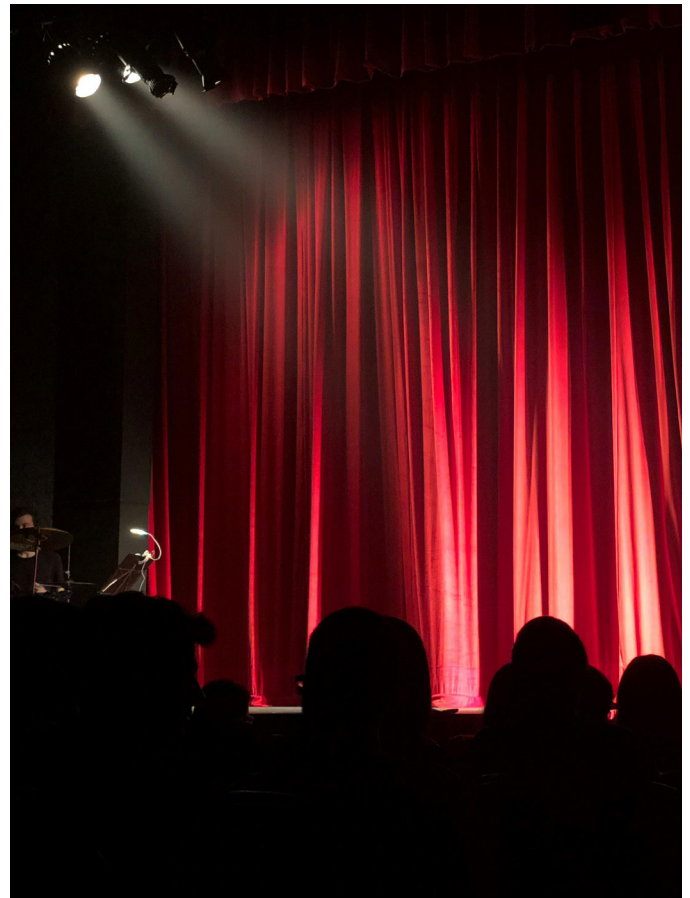
ABOUT ACM

ACM is a unique partnership between The Angeletti Group (TAG) and Hansen Philanthropic Solutions (HPS) offering access to a full suite of comprehension development services with the advantage of Peter Hansen's 30+ years of knowledge, success and long-standing relationships within the arts, culture and public media.

ACM brings strategic, metrics-driven counsel to nonprofits in the arts, culture, and media. We offer expert guidance to strengthen and position development programs to achieve sustainable growth and transform institutions.

ACM provides tailored solutions to its clients and supports each assignment with a team of highly accomplished development professionals who have significant fundraising experience. Each client partner receives the expertise of their assigned consultants, as well as the resources of our entire team on an as-needed basis. This unique approach enables us to extend to our clients a broad array of services, including:

- Board development
- Executive coaching
- Interim and outsourced staffing
- Campaign implementation and management
- Organizational assessments
- Planning, feasibility, and pulsing studies
- Prospect research and wealth screening
- Information database enhancement
- Benchmarking analytics
- Annual fund/direct response solutions
- Metrics driven major gift programs
- Planned giving counsel
- Communications and events design and production



The Angeletti Group/Arts, Culture, and Media Philanthropic Advisors is an Equal Opportunity Employer and actively seeks to diversify its work force. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, or pregnancy status.

APPLICATION PROCEDURE

To be considered, candidates should submit a resume and cover letter including a statement of interest to search@theangelettigroup.com