



**VICE PRESIDENT, PHILANTHROPIC STRATEGY**

**[BROOKGLOBAL](#)**

**Location – Remote**



The Aspen Leadership Group is proud to partner with BrookGlobal in the search for a Vice President, Philanthropic Strategy.

The Vice President, Philanthropic Strategy, will provide industry-related counsel and thought-leadership to BrookGlobal's philanthropic executive clients, increasing awareness of its offerings, and growing BrookGlobal's revenue streams. The Vice President will build strategic partnerships for sustainable and profitable company growth.

BrookGlobal is North America's leading philanthropic engagement firm. It partners with amazing non-profit organizations that share its vision of improving lives. With over 40 years of experience in the industry, it has helped transform fundraising results for hundreds of non-profits by increasing donations, improving donor retention, and enhancing their culture of philanthropy.

BrookGlobal is distinguished by its close working relationship with its client partners to create strategic, holistic, and integrated communication plans for use throughout their organization's physical settings and across all communication channels. Its expertise and experience enable it to assist partners in inspiring donors – and all stakeholders – to achieve the ultimate goal of making lives better. In creating innovative engagement systems to inspire donors, BrookGlobal takes an evidence-based approach that is reinforced by deep experience and a broad knowledge base.

BrookGlobal's client partners recognize that the company and its approach are unique. That is because it is understated and humble, yet it is composed of a high-performance team passionate about philanthropy and the positive difference it can make in people's lives. They care deeply about each other, their clients, and their mission, which motivates them to work hard and bring their very best selves to every encounter. Ultimately BrookGlobal's clients see them as trusted and highly valued partners who exemplify integrity and authenticity.

**REPORTING RELATIONSHIPS**

The Vice President, Philanthropic Strategy will report to the Global Strategist and Board Advisor, Shawn Plater.

## FROM THE CEO

*This is a unique opportunity for an experienced, goal-oriented, philanthropic professional who wants to positively impact multiple organizations and numerous fundraising professionals. With equal commitments to hard work and work-life balance, BrookGlobal encourages teammates to be holistically successful in all aspect of their lives – professionally and personally.*

*The Vice President, Philanthropic Strategy, will be joining a dedicated, diverse, and multicultural team committed to each other's well-being and success, and a workplace where each colleague strives to live out our core values every day. BrookGlobal's taglines of "Inspiring Donors" and "Improving Lives" are more than slogans; they are the outcomes we strive to achieve in every interaction with everyone we come in contact with.*

*The Vice President, Philanthropic Strategy, position will focus on engaging and building relationships with, and directly impacting, philanthropic professions and programs in organizations across the global nonprofit sector. This position is key as BrookGlobal continues to grow and offers the independence and flexibility of a remote work environment, and both a sense of purpose and the opportunity to grow a business.*

–Pete Line, CEO

## PRIMARY RESPONSIBILITIES

The Vice President, Philanthropic Strategy will

- identify innovative ways to grow business, impact, platforms, and partnerships;
- implement partnership development strategy, sustainable growth planning, and revenue generation;
- maximize the sales team's performance, including assisting with strategy and tactics;
- serve as a key thought-partner to the CEO and members of the Management Team;
- connect and network with key decision-makers in the non-profit, healthcare philanthropy, and education development sectors;
- enhance long-term performance by achieving a higher growth rate, increased revenues, profit and market share, and geographic expansion into new markets;
- work closely with the Global Strategist to develop aligned strategies and methods to increase leads and pipeline value;
- increase volume, value, and velocity of opportunities to meet and exceed revenue targets; and
- deliver key client presentations and meetings.

## LEADERSHIP AND KEY COLLEAGUES

### **Pete Line** **CEO**

Highly experienced within the consulting industry, Pete's knowledge comes from exposure to a variety of sectors. He's a dynamic leader and thinker, with the ability to build business, develop client bases, and assume accountability for complex projects. Pete's mindset brings a unique and interesting dimension to the growing pressures that the philanthropy industry is facing, especially around the uncertainty of future funding. Pete encourages innovation and business performance improvements to support the success of our people and partners.

**Shawn Plater****Global Strategist and Board Advisor**

Shawn is all about inspiring philanthropy and improving lives. He leads through his strength of character and a visionary plan for growth, culture, partnerships, and the community. He is passionate about working with non-profits, always adding strategic insight to their sustainability and engagement. Shawn is continuously willing to challenge the status quo, adding exponential value through market disruption and innovation.

**Steve Winesett****Vice President, Sustainability Counsel**

With over 30 years of successful experience in philanthropy at three universities (Mississippi State, Texas Christian University, and Millsaps College) and two leading children's hospitals (Lurie Children's Hospital Foundation and Children's Hospital Colorado Foundation), Steve has led, or been a part of, campaigns ranging from \$75 million to \$400 million. At BrookGlobal, he is responsible for working with clients to develop comprehensive philanthropic cultures that are sustainable personally and professionally. His strategic thinking and applied problem-solving skills allow him to understand and advise its client partners on best practices for philanthropic engagement of all critical constituent groups, including donors, institutional leaders, physician and faculty partners, Board members, volunteers, and staff. Steve is committed to working with clients to develop integrated communication plans that can be applied in all physical settings and across all communication channels.

**Daniel Beer****Senior Engagement Strategist**

Daniel is an inspiring, talented strategy leader whose nearly two decades of experience informs industry and project types. His knowledge around philanthropic engagement allows him a keen eye into the seamless integration of Strategy-Design-Implementation-Installation inherent in BrookGlobal's methodology. Today, Daniel serves as an engagement strategy leader across the Americas. He develops and presents detailed, cohesive strategy solutions that provide holistic answers to client partners' needs and future planning around culture of philanthropy. Building relationships is one of Daniel's specialties and his likeability ensures clients have fun working with him.

**PREFERRED COMPETENCIES AND QUALIFICATIONS**

BrookGlobal seeks a Vice President, Philanthropic Strategy with

- an extensive healthcare network, with connections in the C-Suite/VP levels of non-profit organizations;
- comfort in C-Suite settings with an ability to navigate complex organizational structures;
- at least ten years of experience in a Senior, VP or C-Suite role (healthcare);
- substantial fundraising experience;
- a desire to be a team player as well as a detail-focused, inspirational leader;
- excellence at networking and working with industry ambassadors;
- a proven track record of success in growing revenues;
- a strong work ethic with an ability to work remotely;
- familiarity (and training) selling across a portfolio of complex services;
- an ability to execute on and motivate a team around growth and sales targets;
- excellent leadership and managerial skills;
- a results oriented approach and an ability to be accountable for short- and long-term success;
- a vision for growth and an understanding of both relationship and consultative selling;

- a desire to model BrookGlobal's core values: integrity, accountability, teamwork, humility. and delivering the wow; and
- public speaking skills ( an asset).

### **SALARY**

BrookGlobal offers a competitive salary.

### **LOCATION**

This position is remote. Travel is required.

### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. Review of applications will begin immediately and continue until the successful candidate has been selected.

BrookGlobal is committed to equal employment opportunity. It will not discriminate against employees or applicants for employment on any legally-recognized basis but not limited to: race, color, religion, sex, national origin, age, physical or mental disability, veteran status, uniform service member status, genetic information or any other protected class under local law. Anti-discrimination legislation operates in the workplace to eliminate practices and beliefs that can have an impact on staff and deny them access to a range of jobs, promotions, training, and the receipt of "equal treatment." BrookGlobal will not tolerate discriminatory conduct at any time in the workplace.

*To apply for this position, visit:*

[Vice President, Philanthropic Strategy, BrookGlobal.](#)

*To nominate a candidate, please contact Steven Wallace:*

[stevenwallace@aspenleadershipgroup.com.](mailto:stevenwallace@aspenleadershipgroup.com)

*All inquiries will be held in confidence.*