



Vice President of Development

Full-time | Fully Remote

YOU are a talented, results-driven fundraiser who understands the role of development as the fuel for a mission. You are laser-focused on relationships and results through direct engagement with donors, prospects and partner organizations. You're a creative, team-player who loves telling stories and sharing the impact of our work!

As the Vice President of Development you will focus primarily on serving as an outward-facing representative of TKP, while also building the day-to-day development and communications operations, including: shepherding gifts through internal systems, making sure thank yous and follow-ups are sent, and maintaining a communications calendar to highlight TKP key messages.

WE are The Kilgoris Project. We partner with rural Kenyan communities to operate 12 schools, serving 2,100 students in early childhood through Junior Secondary school programs. In our holistic model, we provide nutrition and health care support, as well as clean water, trained teachers and school farms for communities around Kilgoris, Kenya.

Our model works. In an area where 60% of students at government schools fail their high school entry exam, we can boast of 100% transition to high school. We have been honored by the Nairobi-based Daima Trust each of the past three years with nationally recognized awards as one of the best NGO's in Kenya.

We have a fantastic team—a small U.S. staff, all working remotely, and a larger executive, administrative, and program staff of about 150 in Kilgoris. We're looking for the right person to staff this full-time role.

Essential duties, included but not limited to:

- Ownership of TKP's fundraising portfolio of institutional donors, major gifts donors and prospects, church and corporate partners, and individual givers.
- Collaborate with leadership, the Board of Directors, and staff to create a major gifts strategy, including budgeting, messaging and prospect strategy.
- Develop a long-term vision/strategies for increasing major gifts for further sustainability.
- Conduct prospect strategy and research.
- Plan and strategize around prospect and potential partner visits, including engaging other members of the organization as needed.
- Visit with prospects and potential program partners (in-person, phone, video conference) and make asks, sometimes being the lead and sometimes supporting. Manage follow-up activities.
- Seek out grant opportunities and own the grant writing and reporting processes.
- Event coordination and management as related to fundraising and donor events/engagement.
- Design, develop and manage annual campaigns (Spring, Fall, EOY, etc.)
- Collaborate and coordinate with communications resources to align fundraising efforts with appropriate messaging and develop year-round communications programs.
- Establish and maintain simple systems to make sure donors feel engaged year-round.
- Partner with team and external vendors to communicate TKP's vision and key messages in brand-appropriate materials (photography, video, graphic pieces).

Desired qualifications and skills for this position include:

- Thorough commitment to and a heart for TKP's mission
- Bachelor's degree in a related field and 5 years related experience
- Proven ability to raise funds through a variety of income streams (grants, major gifts, campaigns, etc.)
- Non-profit financial and operational experience
- Excellence in organizational management with the ability to set and achieve strategic objectives, and manage a budget
- Past success in working with a Board of Directors
- Ability to work effectively in collaboration with diverse groups of people
- International experience (especially Africa) a plus!
- Strong written and verbal communication skills with excellent interpersonal and multidisciplinary project skills
- Passion, idealism, integrity, positivity, mission focus, and self-directed work ethic

Compensation: Salary commensurate with experience.

Benefits: Fully remote (within contiguous US); flexible schedule; health/dental/vision insurance; life insurance; matching 401(k); 15 days PTO; 17 holiday PTO.

To apply: Please submit resume and cover letter to TKP President, Greg Baird:
greg@kilgoris.org