



COMMUNITY FOUNDATIONS OF THE HUDSON VALLEY

THE OPPORTUNITY

Community Foundations of the Hudson Valley (CFHV) invites exceptional leaders to apply for the position of **Senior Vice President of Development** (SVP, Development). Are you a dynamic, caring, and inspirational professional with outstanding interpersonal skills and a passion for fostering a healthy, mission-driven culture? Do you have the vision and expertise to guide a talented development team through its next phase of growth? This is a unique opportunity to make a profound difference in the lives of people and organizations across our region. We invite you to learn more about this exciting leadership role and the meaningful work ahead.

ORGANIZATION SUMMARY

Community Foundations of the Hudson Valley (CFHV) is a regional philanthropic hub, where donors, community leaders, and organizations are connected to create lasting impact across Dutchess, Putnam, and Ulster counties. Established in 1969, CFHV manages over \$130 million in assets and administers more than 600 charitable funds that invest in the people, places, and possibilities that make the Hudson Valley thrive. CFHV serves as a trusted partner to those seeking to make a lasting and measurable impact through strategic, locally focused giving.

In 2024 alone, CFHV distributed over \$20 million in grants and scholarships to advance opportunity and community vitality throughout the Hudson Valley. Guided by a deep commitment to integrity, partnership, and results, Community Foundations aligns individual generosity with collective good—creating enduring value for both donors and the region it serves.

CFHV is an organization on the move. Guided by a multi-year strategic plan that emphasizes growth, community leadership, and administrative excellence, the Foundation is currently refreshing its strategy to sharpen its focus and expand its reach and effectiveness through 2026. This is an exciting moment to join a forward-looking team that is shaping the future of philanthropy in the Hudson Valley.

For additional information on Community Foundations of the Hudson Valley, please visit the website at <https://communityfoundationshv.org/>

POSITION OVERVIEW

The Senior Vice President of Development plays a significant role in enhancing the overall impact of the Community Foundations of the Hudson Valley in the region. This senior position will lead the implementation of a comprehensive asset development plan and strategy aimed at deepening engagement with existing donors while identifying and securing new ones building on CFHV's current successes and its strong growth over the past five years.

Additionally, this role will concentrate on advancing the planned giving program through outreach to professional advisors and developing strategies to increase philanthropic partnerships within the community.

The SVP of Development will oversee all fundraising and asset development efforts, with a particular focus on Ulster County. Leading a team that includes regional vice presidents of development and a philanthropic services associate, this position will foster a culture of collaboration and high performance. As a strong leader and change agent, the SVP will encourage individual development, establish clear goals and expectations, thoughtfully delegate responsibilities, and hold staff accountable for their results.

This position will serve as a strategic thought partner to the Foundation's leadership team, working closely with the Vice President for Programs and Strategic Partnerships, whose team aligns donors' philanthropic intentions with community needs and nonprofit organizations. The SVP will build on the organization's successful programs, events, reputation, and history to advance its mission into the future.

The SVP, Development must be a sophisticated relationship-builder who can adapt their communication style to work effectively with a diverse range of internal and external stakeholders with multiple priorities. This includes the President/CEO, the Board of Trustees, other members of the senior leadership team, and a variety of fundholders and potential donors.

Collaborating with estate planning attorneys, CPAs, CFPs, trust departments, wealth managers, and other advisors, this position will help strengthen CFHV's presence within the advisor community and support efforts to help individuals understand the role of CFHV in their estate and charitable planning.

Participation in local fundraising associations, chambers of commerce, and professional advisor groups is essential, providing high-level internal and external leadership on behalf of the Foundation.

This position reports to the President & CEO.

Candidate Experience/ Qualifications

Required experience: Ten years of progressively responsible development experience in the private, public, or nonprofit sectors or in a related field such as Trust or Law.

Additional credentials, such as a CFRE designation or a degree from a recognized fundraising program, are a plus. Prior experience with a community foundation, including knowledge of donor-advised funds, is a strong positive.

Qualifications:

- High emotional intelligence and outstanding interpersonal skills
- Demonstrated track record leading a team in successfully engaging with existing and emerging philanthropists, as well as their philanthropic advisors (financial advisors, tax advisors, estate planners, attorneys, wealth managers), to raise significant organizational support

- Knowledge of the region and the communities served
- Well-experienced with donor tracking and servicing operations, including database systems and fundraising resources
- Up-to-date level of knowledge on best practices in nonprofit fundraising, especially compliance and disclosure requirements and regulations, tax law, and other IRS rulings as they relate to charitable giving
- Experience setting personal and team benchmarks, regularly measuring success against goals, and being accountable for individual and team outcomes
- Track record of collegial, collaborative work style with a record of success in building consensus and support; has built and maintained close working relationships with internal audiences for mutually beneficial outcomes
- Inspirational to prospective donors by making a compelling case for the Foundation's priorities, bringing energy, and creativity to the experience, with the ability to leverage the magic of storytelling to develop meaningful relationships

Compensation

The projected compensation range for this position is \$135,000.00 to \$150,000.00 based on education and experience, and includes competitive benefits.

Community Foundations of the Hudson Valley is committed to equal opportunity. All qualified applicants will be considered for employment without regard to race, color, religion, gender, age, sexual orientation, gender identity, national origin, disability status, protected veteran status, genetics, or any other characteristic protected by law.

Please send your resume along with a cover letter to Carol Gordon, Carol Gordon Consulting at: ApplyDevCFHV@gmail.com