

VP of Philanthropic Business Development

About Brooklyn Org

Brooklyn Org is a champion for Brooklyn. We celebrate Brooklyn's brilliance and resilience, its incomparable culture and uncompromising grit – and we demand more for our communities.

Over our 15-year history, we have reimagined the role of philanthropy and provided immeasurable support to communities and nonprofit partners that are leading transformational change for Brooklyn. With a new model for community philanthropy, we are bringing together Brooklynites, Brooklyn backers, businesses, and broader believers in equity and justice to make Brooklyn a beacon for the world.

We are a platform for galvanizing giving. We are here to ensure that ideas are met with resources, challenges are met with solutions, and inequity is met with justice.

Position Overview

Brooklyn Org seeks a dynamic and entrepreneurial Vice President, Philanthropic Business Development to help drive the next chapter of growth for Brooklyn philanthropy.

Reporting to the Chief Development Officer, the Vice President, Philanthropic Business Development will lead Brooklyn Org's efforts to grow donor-advised funds (DAFs) and deepen philanthropic engagement across Brooklyn and beyond. This highly external-facing role is responsible for identifying, cultivating, and securing new relationships with high-net-worth individuals, family offices, corporate leaders, and professional advisors.

The Vice President will serve as a key driver of Brooklyn Org's growth strategy, proactively developing prospect pipelines, originating new business opportunities, and converting philanthropic interest into new donor-advised funds and long-term philanthropic partnerships.

This role is ideal for a bold, entrepreneurial relationship-builder who thrives on opening doors, building relationships from scratch, independently generating new opportunities, and converting relationships into meaningful philanthropic investment. The successful candidate will understand the motivations and philanthropic priorities that drive charitable decision-making and be comfortable engaging donors, professional advisors, and philanthropic stakeholders in conversations around charitable giving and community impact. They will bring credibility in both philanthropic and community spaces, with the ability to connect donors to the people and organizations shaping Brooklyn's future.

The Vice President will be measured on growth outcomes, including new donor-advised funds, philanthropic pipeline development, and fundholder retention. This role requires someone who can both originate new business and steward relationships with sophistication and care.

The ideal candidate combines entrepreneurial drive, strategic relationship management skills, and a genuine commitment to Brooklyn and community impact.

Responsibilities

Responsibilities include but are not limited to the following as needed to meet the goals and objectives:

Business Development & New DAF Acquisition

- Proactively identify, cultivate, and secure new DAF holders and philanthropic partners, including high-net-worth individuals (HNWIs), family offices, corporate partners, and professional advisors.
- Build and maintain a robust, forward-looking prospect pipeline, prioritizing opportunities with the greatest growth potential.
- Personally originate, engage, and advance new philanthropic relationships through strategic outreach, networking, referrals, and relationship cultivation.
- Serve as a lead ambassador for Brooklyn Org’s donor-advised fund platform, effectively communicating the organization’s mission, philanthropic offerings, and community impact.
- Represent Brooklyn Org at philanthropic, civic, corporate, and community events to strengthen relationships, increase visibility, and generate new opportunities.
- Regularly share pipeline activity, donor trends, market insights, and business development opportunities with senior leadership.

Strategic Partnerships & Professional Advisor Engagement

- Build and maintain a strong referral network of estate planners, tax attorneys, wealth managers, financial advisors, and other professional advisors who can introduce clients to Brooklyn Org’s donor-advised fund platform.
- Host educational seminars, webinars, and convenings that position Brooklyn Org as a leading partner for Brooklyn-focused philanthropy and charitable giving.
- Develop tools, resources, and customized support that enable advisors to confidently connect clients to Brooklyn Org’s philanthropic offerings.
- Forge strategic corporate partnerships that drive donor-advised fund growth, employee giving initiatives, and broader philanthropic engagement with Brooklyn Org.
- Stay informed on trends related to philanthropy, charitable planning, donor-advised funds, and community foundation growth strategies.

Fundholder Stewardship & Retention

- Partner with the Donor Services team to ensure a seamless, high-touch onboarding experience for new fundholders.
- Maintain strong ongoing engagement with fundholders through personalized consultations, Brooklyn Org event invitations, and engagement opportunities aligned with their philanthropic interests.
- Identify opportunities to thoughtfully connect fundholders to Brooklyn Org’s leadership, programs, events, and funding priorities as appropriate to their interests and philanthropic goals.
- Conduct annual strategy reviews for fundholders to refine their philanthropic goals and deepen their connection to Brooklyn’s communities and nonprofits.

Team Leadership & Data Management

- Work closely with and have dotted line responsibility for the Donor Services Manager and the Grants & Compliance Manager to help ensure a seamless, coordinated, and high-quality fundholder experience.

- Ensure accurate, secure, and compliant data management practices for all donor records, fundholder information, and relationship activity.
- Collaborate with internal teams to enhance systems and processes that optimize donor engagement, compliance, and relationship management.
- Stay informed on emerging trends and developments related to donor-advised funds, charitable planning, and philanthropy in order to effectively engage donors and professional advisors.
- Participate in organizational events and community-facing initiatives as needed.
- Other duties as assigned.

Qualifications:

- 10+ years of demonstrated success in business development, philanthropic advising, strategic partnerships, fundraising, wealth management, or related relationship-driven fields.
- Proven ability to prospect, pitch, and close high-value relationships with high-net-worth individuals, corporate clients, institutional partners, or philanthropic stakeholders.
- Experience working with donor-advised funds, charitable giving strategies, planned giving vehicles, or philanthropic tax structures — or the demonstrated ability to master this knowledge quickly.
- Demonstrated ability to build and maintain relationships with professional advisors, including estate planners, wealth managers, tax attorneys, and financial planners.
- Genuine commitment to community impact and Brooklyn’s nonprofit ecosystem — candidates should be motivated by both mission and measurable growth.
- Energized by external engagement and comfortable representing Brooklyn Org across philanthropic, civic, corporate, and community spaces.
- Highly organized, entrepreneurial, and results-oriented, with the ability to independently manage multiple high-level relationships, initiatives, and growth opportunities simultaneously.
- Strong attention to detail and commitment to maintaining accurate, compliant, and confidential donor information.
- Willingness to work flexible hours, including occasional early mornings, nights, and weekends to accommodate donor-related events.
- Bachelor’s degree required; backgrounds in business, finance, law, philanthropy, nonprofit management or related fields are welcomed.

Strongly Preferred:

- Background in community foundations, philanthropic advising, or financial services with a nonprofit or mission-driven focus.
- Chartered Advisor in Philanthropy (CAP®) or Certified Trust and Fiduciary Advisor (CTFA).
- Existing relationships with wealth management professionals or family office advisors in the New York metro area.
- Experience managing and mentoring staff.

Additional Information

Currently full-time employees are expected to work in the BKO office located in Downtown Brooklyn Monday through Thursday with occasional events on Friday.

Equal Employment Opportunity

Brooklyn Org is an equal opportunity employer. The Organization does not engage in or tolerate discrimination on the basis of race, color, gender identity, gender expression, religion, age, sexual orientation, national or ethnic origin, disability, marital status, military veteran status or any other protected group in the locations where we work.

Compensation and Benefits

Brooklyn Org has a competitive and exhaustive benefits and leave plan and the salary range for this position is \$140,000 – \$160,000 dependent on the successful candidate's background and experience.

How to Apply

Please send a cover letter and resume via email to search@brooklyn.org. Please write **VP of Philanthropic Business Development** in the Subject Line of your email and mention where you found this job posting.