

**ORGANIZATION:** EB Research Partnership  
**POSITION:** Vice President of Development  
**REPORTS TO:** Chief Executive Officer  
**LOCATION:** New York, NY  
**INFORMATION:** [Website](#); [Impact Report](#)  
**TO APPLY:** Please send resume and cover letter to [VPDevelopmentEBRP@pbrsearch.com](mailto:VPDevelopmentEBRP@pbrsearch.com).

## **BACKGROUND**

Founded by a dedicated group of parents and Jill and Ed Vedder (Pearl Jam), [EB Research Partnership](#) is the largest nonprofit in the world dedicated to funding research to treat and cure Epidermolysis Bullosa (EB), a group of devastating and life-threatening genetic skin disorders that affect children from birth. EB Research Partnership utilizes an innovative business model of [venture philanthropy](#); when EB Research Partnership makes a grant to a research project, any revenue from a commercially successful therapy or product is then directed back to the organization to fund additional research.

While EB Research Partnership seeks to cure EB, their model for venture philanthropy also serves to help treat and cure other rare diseases along the way. Every dollar raised impacts research on EB, and has the potential to impact other rare diseases affecting 350 million people worldwide (more than cancer and AIDS combined).

## **POSITION**

EB Research Partnership seeks a dynamic, entrepreneurial, driven vice president of development to complete the \$25M [Venture Into Cures campaign](#), and continue to grow and diversify annual revenue from all sources. The vice president of development will be charged with leading and growing the development team and functions within EB Research Partnership. EB Research Partnership is more than halfway through a \$25 million capital campaign and is looking for the vice president to drive the campaign to completion and continue growing and diversifying the organization's revenue streams.

The vice president of development reports to the CEO, manages a small team, and will work closely with the board (especially the chair) and volunteers.

## **RESPONSIBILITIES**

### **Leadership and Strategy**

- Develop and execute a strategic, comprehensive fundraising and marketing plan that ensures results and meets the annual and long-term financial goals of the comprehensive campaign.
- With the CEO, set clear, ambitious goals for the team and board.
- Work closely with the CEO and communications team to formulate strong and compelling messaging through presentations, proposals, grants, impact reports, website, and social media.
- Work closely with the board to identify, cultivate, solicit, and steward current and potential donors, with a particular focus on strengthening the outreach and engagement of mid-level donors.
- Serve as a frontline fundraiser as well as a key partner to the CEO in making asks, cultivating donors, and identifying new prospects.
- In partnership with the board chair and the CEO, develop a strong relationship with the board, harnessing their energy and enthusiasm for maximum fundraising and board development impact.
- Enhance existing, and build new systems and processes to support increased development activities.
- Support national EB Research Partnership-led signature special events (three annually) and community-organized events (five key events and growing).
- Build new development programs, leveraging opportunities for planned giving, annual fund, social media, cause marketing, and community events.

### **Data and Metrics**

- Use data strategically to inform decisions, with an eye toward increasing donor retention, priming the new donor pipeline, and upgrading lower-level donors.
- Regularly track progress toward fundraising goals across all revenue streams (individuals, foundations, corporations, and board members) in partnership with the finance team, CEO, and development staff.
- Maintain data integrity and use donor data to improve operations and systems and understand donor habits and behaviors.

### **Management**

- Be an inspiring and motivating leader for the development team, ensuring that they are involved in setting clear, ambitious goals and have the tools and support to meet them.
- Foster a culture of continuous improvement, collaboration, and excellence aligned with the mission and values of EB Research Partnership.
- Recruit, develop, and retain a best-in-class team to achieve ambitious goals.
- Ensure staff are establishing detailed, effective plans to reach both their fundraising and personal development goals.

### **QUALIFICATIONS**

- A passion for EBRP's mission
- Capital campaign, annual fund, leadership, and board management experience
- At least seven years of experience in fundraising or a related field, preferably in healthcare or children's cause organizations
- Sophisticated personal presence, superior interpersonal skills, and a high level of emotional intelligence, with a proven ability to successfully engage with a variety of stakeholders, ranging from high-profile and high-net-worth individuals to families who are living with EB
- Experience as a frontline fundraiser with a track record of cultivating, soliciting, closing, and stewarding major gifts at the five- and six-figure levels
- A creative, entrepreneurial, and strategic mindset with the skills and experiences necessary to build upon existing systems and create new ones as needed in order to broaden and improve the development function
- The ability to engage in long-range, data-driven planning within a fast-paced, dynamic environment
- Availability to travel up to 20% annually, primarily within the U.S., with occasional international travel. Some evening and weekend work at special events is required.
- Experience with databases; Raiser's Edge preferred
- Excellent written and verbal communication skills
- Bachelor's degree required; advanced degree or relevant certification preferred

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