



Legacy Lifecare
Securing Legacies, Together

Boyden Executive Search Contact

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Job Summary

Legacy Lifecare is seeking an experienced, self-motivated, passionate leader to serve as its inaugural Vice President of Development. Reporting directly to the CEO, this individual will create and execute the strategic vision for a full-scale development program, supporting growth of philanthropic dollars across the organization. The Vice President will raise increased funding for Legacy Lifecare Affiliates, with an initial special emphasis on JGS in Longmeadow. This is an opportunity to drastically impact the quality of life for Legacy's residents, to raise funds that optimize technology for the ALS patients, and to advance the Green House® model that is transforming residential care.

The incoming Vice President will bring a measurable record of accomplishment in annual and major gifts and the management skills, enthusiasm, and knowledge of a strong, multi-faceted non-profit to meet or exceed fundraising goals. Over time, the Vice President will build a team that they then manage, providing the opportunity to shape and guide Legacy Lifecare's efforts across the state.

Responsibilities

- Create and execute annual campaign plans for each participating affiliate, working in partnership with the CEO, lead volunteers, and other Development staff, as appropriate, in alignment with the master organizational plan. These plans would include solicitation, cultivation, and stewardship initiatives for each participating affiliate, primarily focused on major gift fundraising and pipeline development, as well as donor and prospect research.
- Develop appropriate metrics to measure fundraising progress and success.
- Establish and execute annual solicitation timelines and strategies for each participating affiliate, including managing priorities for the CEO and other key stakeholders, working with the team to generate lists, and developing needed strategies and background information.

- Generate strategies and tactics to incorporate campaign objectives and messaging into annual fundraising events, including integrated annual campaign giving, donor stewardship, donor cultivation and other messaging, as applicable. Work with external event vendors and consultants to align strategic and logistical execution.
- Identify and coach designated solicitors at participating affiliates by developing strategies and individual donor plans for key donors and prospects. Create and manage a personal portfolio of prospects and donors for cultivation, solicitation, and stewardship.
- Supervise current full- and part-time staff and manage the operations of the department, with an eye towards data integrity, creating efficiencies and streamlining processes, and applications related to refining key communications, targeting and segmentation strategies. Oversee processes relating to invoices, acknowledgements, and gift processing.
- Work with the Legacy Lifecare Marketing Team and Development colleagues to create impactful development collateral, including a plan for consistent, regular communications and appeals.
- Manage the Legacy Lifecare Grant Writer, ensuring successful execution of a robust annual grants calendar adhering to all solicitation and reporting deadlines.
- Promote a culture of philanthropy throughout the organization, identifying opportunities to both raise funds directly as well as imbue every aspect of Legacy Lifecare with a philanthropic culture mindset. Work internally with colleagues to create opportunities for program partnerships with fundraising goals and messaging.

Qualifications

- A minimum of a bachelor's degree combined with 7-10+ years of frontline fundraising/non-profit management/related experience. Campaign management experience desirable. An equivalent combination of education and experience will be considered.
- Proven experience meeting/exceeding financial goals and implementing fundraising processes and best practices.
- Experience managing one or more direct reports.
- Excellent interpersonal skills, interacting with both colleagues and prospects/donors.
- Strong verbal and written communication skills.
- The ability to establish priorities, set objectives and achieve stated goals.
- A creative, energetic, and highly self-motivated mindset.

- Strong organizational skills.
- PC literacy with strong competency in all Microsoft Office Suite programs (Word, Excel, PowerPoint, Access) or Google equivalent.
- Demonstrated ability to work with and maintain confidential information.
- Must be able to work evenings, weekends and/or irregular hours as necessary to interact with donors and prospects and attend relevant meetings and events. This role will include regular travel to Longmeadow, MA.

Legacy Lifecare's Mission

Legacy Lifecare is a network of charitable, nonprofit senior care organizations that have come together under a shared managerial infrastructure. Founded in 2018 by Chelsea Jewish Lifecare and JGS Lifecare, the mission of Legacy Lifecare is to enable its nonprofit Affiliates to thrive by providing access to managerial resources ordinarily only available to large, primarily proprietary organizations.

The Legacy Lifecare model provides the “best of both worlds” for its Affiliates: cost-effective access to the sophisticated systems and personnel needed to compete in today’s complex world, while preserving each organization’s unique identities, missions, and local governance. Legacy’s purpose is best encapsulated in its tagline: “*Securing Legacies, Together*”.

Benefits

Legacy Lifecare is committed to being an “Employer of Choice”. The organization offers multiple employment opportunities for people with various interests and backgrounds, interested in working in a variety of health care settings. At Legacy Lifecare, you will find a great working environment and an excellent compensation package for eligible employees.

Legacy Lifecare is an equal opportunity employer. All qualified individuals will be considered for employment without regard to race, color, religion, gender, sexual orientation, sexual identity or expression, genetics, national origin, age, disability, pregnancy, political affiliation, veteran status or any other status that is protected by local, state or federal law.

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About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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