



The Jed Foundation

### **Boyden Executive Search Contact**

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### **Position Summary**

Reporting to the Chief Growth Officer, the Vice President, Corporate & Foundation Partnerships will build, lead, and manage a comprehensive corporate and foundation fundraising program to support JED's mission and strategic growth. This role is responsible for developing and executing a scalable strategy that drives significant, sustainable revenue from institutional partners while strengthening JED's national profile and impact.

The Vice President will oversee the full lifecycle of corporate and foundation fundraising, including prospecting, relationship management, proposal development, solicitation, stewardship, and renewal. This leader will work cross-functionally to align funding opportunities with programmatic priorities, marketing initiatives, and donor engagement strategies.

The ideal candidate is a strategic, results-oriented fundraising leader with deep experience securing large, multi-year institutional gifts and building high-performing programs from the ground up. This individual brings strong executive presence, exceptional writing and relationship skills, and the ability to partner effectively with senior leadership and external stakeholders.

The Vice President will join a passionate, hard-working, collaborative, respectful, and flexible Development Team.

### **Key Responsibilities**

In this critical role, the Vice President will:

- Design and lead a comprehensive corporate and foundation fundraising strategy aligned with JED's growth goals;
- Build and manage a robust pipeline of corporate and foundation prospects, with a focus on six- and seven-figure opportunities;
- Cultivate, solicit, and steward senior-level relationships with corporate and foundation partners;
- Oversee the development of high-quality proposals, reports, and presentations that clearly articulate JED's impact and value proposition;

- Partner cross-functionally with program, marketing, finance, and development colleagues to ensure strong alignment and proposal readiness;
- Collaborate with the CEO and Chief Growth Officer on select high-level institutional partnerships and solicitations;
- Develop and manage annual and multi-year revenue projections for corporate and foundation giving;
- Ensure excellent stewardship, reporting, and renewal strategies to maximize long-term partner value;
- Monitor trends in corporate philanthropy, CSR, and foundation funding to identify new opportunities;
- Build and scale internal systems, processes, and best practices for institutional fundraising.

### **Qualifications and Experience**

- BA or BS degree required; advanced degree preferred;
- Ten+ years of experience in corporate and/or foundation fundraising, including program leadership;
- Demonstrated success securing large, multi-year corporate and foundation gifts;
- Proven experience building or significantly scaling an institutional fundraising program;
- Exceptional strategic thinking, writing, and presentation skills;
- Strong leadership presence and ability to influence and collaborate across senior stakeholders;
- High ethical standards and experience handling complex funding relationships;
- Comfort with JED's subject matter and deep commitment to the mission;
- Proficiency in CRM systems and Microsoft Office tools;
- Ability to work flexible hours, including evenings and weekends as needed.

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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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