

New Hope Housing, Inc.

Vice President of Fund Development and Communications

Sorrell is pleased to partner with New Hope Housing, Inc. in its search for a new Vice President of Fund Development and Communications. Founded in 1993, New Hope Housing is a dynamic, growing, Houston-based nonprofit organization whose core purpose is to provide life-stabilizing, affordable, permanent housing with support services for people who live on very limited incomes. Its vision is to be an enduring institution serving Houston's most vulnerable citizens.

Since inception, New Hope has raised almost \$240 million and served almost 10,500 citizens with Housing + Services. With more than 100 employees and nine properties with 1,400 apartment homes serving the Houston area, New Hope makes a tremendous impact on our community and is recognized locally, nationally, and internationally for its work. A tenth building currently is under construction, and the eleventh is about to break ground, adding 220 housing units. Additional properties are in the pipeline.

NHH has won numerous awards and is recognized nationally and internationally for 'Building Communities, Restoring Lives' through their stated culture to "Create a Legacy." It is known for exemplifying a Passionate Spirit that produces quality, remarkable work; bringing a *Servant's Heart* to the mission; and with a collaborative Positive Attitude that recognizes achievements and celebrates success. It has successfully leveraged efficient government, philanthropy and the nonprofit sector for effective results. New Hope has high standards for excellence and invests in the professional development of its talented, vibrant and diverse team, whose members are committed to the mission, work hard and enjoy one another.

For more information, please visit <https://newhopehousing.com>.

Position Overview

Reporting to the President and Chief Executive Officer (CEO) and working closely with the CEO, Board of Directors, Officers and other management staff, the Vice President will develop and achieve New Hope Housing's short and long-term goals. This position offers a unique opportunity to serve a key role in New Hope's growth and to expand the fund development and communications team to make it one's own.

Strategy, Vision and Leadership

The VP of Fund Development is a key leadership team member and is an active participant in strategic decision-making. The VP works with local, regional and national funders; develops and maintains strong donor relations; works closely with the Board of Directors; formulates and implements New Hope's fundraising and communication efforts in support of the organization's long-term strategic business plan; and is expected to provide leadership in identifying, soliciting, and retaining high-level donors. The VP is an integral part of the budget process and is responsible for the line items directly related to fundraising and corporate communication functions.

Highlights of the VP's additional responsibilities in finance, operations, fund development and endowment oversight follow:

Finance, Operations and Infrastructure

- Develop and implement short-term and long-term fund development and communications strategies consistent with New Hope Housing's 2020 Strategic Plan.
- Manage all fundraising and communications campaigns to grow and sustain the organization's capital, operating, and resident services needs.
- Identify, develop and mentor the Fund Development/Communications team.
- Serve as a key member of the leadership team; Collaborate with the other officers to develop and implement New Hope Housing's strategic initiatives; cultivate a dynamic relationship with the Board of Directors.
- Play a key role in establishing and managing public/private and multi-sector collaborations.

Fund Development, Endowment Oversight

- Direct all ongoing activities to diversify and increase charitable contributions from individuals/major donors, corporations, and foundations. This requires a deep understanding of donors' desires and values and the use of research, analysis, trends, technology, and communication resources to identify and create lasting relationships and improve New Hope Housing's ability to respond effectively.
- Collaborate with other officers on grant requests to government entities.
- Develop a strategic program to initiate and maintain contact with key individuals responsible for charitable giving in corporate, government, and foundation settings, and secure commitments for contributions.
- Have primary responsibility for development and execution of all funding proposals, in line with a strategic program as stated above.
- Strengthen relationships with donors, professionals, and community foundations to enhance New Hope's solicitations of planned giving and possible endowment funds. Develop new personal and business contacts; and leverage the resulting and existing relationships to maximize the organization's exposure to potential donors and/or donor sources.
- Monitor all donor information; develop and present statistical analysis to CEO, senior leadership and the Board of Directors.
- Manage, develop and mentor New Hope's Communications Team, that is responsible for website development, production of printed collateral, awards applications, videos, social media and other activities related to growing New Hope's brand.
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- Monitor all donor information; develop and present statistical analysis to CEO, senior leadership and the Board of Directors.
- Perform additional duties as deemed necessary by the President and Chief Executive Officer.

Essential Skills and Experience

- Outstanding interpersonal, organizational, and analytical skills coupled with strong written and verbal communication skills and computer literacy.
- Familiarity with a variety of nonprofit and corporate cultures and the ability to adjust to differences among organizations to attain results.
- A strong professional presence that demonstrates skill and authenticity, thereby instilling confidence and trust in corporate, foundation, governmental, other nonprofit representatives, and the internal team.
- A positive, confident, and results-driven professional with a service-oriented spirit; the ability to function as a leader as well as be an effective team player.
- At least ten years of relevant experience.
- Proficiency with telephones, computers, fax machines, scanners and calculators.
- Must have access to personal vehicle and hold a valid state driver's license and insurance.

Essential Personality Traits and Characteristics

- Visionary Leadership

- Interpersonal Skills
- Good Judgment
- Impeccable Character
- Results Oriented
- Intelligent
- Comfortable Working with People from Diverse Backgrounds
- Integrity
- Transparency
- Wisdom
- Emotionally Well-Grounded
- Dedicated to Mission
- Lifelong Learner

Compensation

Compensation is competitive and commensurate with experience. New Hope Housing also offers an attractive benefit package.

Work Environment and Physical Demands

The work environment characteristics and physical demands described here are representative of those an employee encounters while performing the essential functions of this job and indicative of his/her ability to be successful.

S/he must occasionally lift moderately heavy objects up to 25 pounds and perform duties requiring extensive maneuverability and normal strength.

Application and Referral Process

Applicant review is currently underway and will continue until the candidate has been selected. To nominate or be considered for this position, please contact Laura Sorrell at laura@sorrellco.com / 713.854.5351 or Priscilla Plumb at priscilla@sorrellco.com / 281.224.0881. All inquiries will be held in confidence.

About Sorrell

Sorrell is a highly relational provider of executive recruiting. Our mission is to serve as partners with our clients to accelerate their efforts to attract, hire and retain talent that impacts the future of the organization. For more information, call 713.840.1870.