



United Way of Pennsylvania Director of Mission Advancement

United Way of Pennsylvania is seeking a growth-oriented Director of Mission Advancement to join our collaborative team for the purpose of developing mission-aligned revenue and capacity-building partnerships for United Way and UWP's subsidiary PA 211. United Way of Pennsylvania is committed to being a leader and partner in building more financially resilient families and thriving communities throughout Pennsylvania, including through innovative multi-sector partnerships with PA 211 to address social determinants of health.

Reports to: UWP President and PA 211 Executive Director

Goals:

- 1) Secure revenue-generating and capacity-building partnerships, fee-for-service contracts and sponsorships for PA 211 and United Way of Pennsylvania that are mission-aligned.
- 2) Oversee project management and deliverables to support partnerships in coordination with the President of United Way of Pennsylvania and Executive Director of PA 211.
- 3) Work closely with the UWP President and PA 211 Executive Director to enhance programming and develop new initiatives which elevate PA 211 and United Way in the community.

Key Responsibilities:

Creates and executes strategy for a sustained base of mission-aligned capacity and resource generating partnerships which help United Way and PA 211 to increase impact in cooperation with local network partners

In collaboration with the UWP President and PA 211 Executive Director, develop and implement a financial strategy to ensure funds, donations and grants meet the budgetary requirements of all programs

Maintain a wholistic understanding of United Way and PA 211 mission and vision, and connect partnerships to those areas in close cooperation with the Boards and members/ regional providers from each organization



Develop and lead outreach and engagement strategy for mission-aligned partners. Works with the UWP and PA 211 team to identify capacity needs, preferred partnership targets

Represent UWP and PA 211 to external organizations/ groups

Conduct research on funding sources and trends, with foresight, to help the United Way network prepare to meet changes and trends

Research and prepare grant and contract proposals, and coordinate reports to funders and contractors

Develop, monitor, analyze and report outcomes for evaluation and strategic planning

Minimum Requirements:

Bachelors degree in nonprofit management, social/human services or related field: Master's Degree preferred

Five years of demonstrated success in planning, managing, implementing, and securing grants or fee for service/ contractually based revenue

Experience with healthcare and social determinants of health partnerships is preferred

Excellent verbal and written communication skills

Ability to work independently and utilize executive decision-making skills

Qualifications:

- Ability to work autonomously and in a team setting.
- Effective at working with others to reach common goals and objectives.
- Conveys complex ideas through brief, simple materials.
- Experience with program evaluation, data collection and analysis.
- High degree of computer literacy with excellent knowledge of word processing, spreadsheet and data base software applications, required.
- Mature judgment and a strong sense of responsibility and dedication.
- Outstanding project management skills, with the ability to drive complex, multi-faceted projects forward to deliver results on time
- Advanced problem-solving and decision-making skills and the ability to multi-task and handle

This is a full-time position. This position is exempt under the FLSA.



Salary and Benefits:

United Way of Pennsylvania offers a competitive benefits package which includes health care, vision, dental insurance, paid time off and a 401(k) employer match. UWP maintains a hybrid working environment, with a combination of office days and work from home days. The starting salary for this position is \$65,000 to \$75,000, depending on experience.

To Apply:

Please email a cover letter and resumé to info@uwp.org by January 5, 2022.