

Metropolitan Group

Resource Development Executive

You've done it.

Raised in excess of \$100 million for a worthwhile cause (maybe more than once).

It's the capstone of your career.

Now what?

Our Client

The Metropolitan Group, crafts strategic and creative services that empower social purpose organizations to build a just and sustainable world.

Company Overview

Since it's founding in Portland, Oregon in 1989, the Metropolitan Group is now a national firm with offices in Portland, Oregon; Chicago; San Francisco and Washington, D.C. They work exclusively on behalf of social purpose organizations—nonprofits/NGOs, government agencies and socially responsible businesses.

Metropolitan Group provides a full range of resource development services in addition to begin a nationally recognized strategic marketing, branding and communications agency. This integrated approach along with the raw creative talent of the agency staff is why the Metropolitan group has developed a national reputation for bringing an independent and innovative set of solutions to their clients. In a field of traditionalists, they stand out.

The Need

Within the Metropolitan Group, the Resource Development Practice, in partnership with clients, has raised over \$1 billion since it's inception in 1995. With four full-time professional resource development staff and multi-office responsibilities, the organization is poised to expand the resource development practice. The newly created VP, Resource Development will help the company build capabilities so it can provide a full range of solutions to clients from the largest of capital campaigns to smaller fundraising with seamless success.

The Position

The Resource Development Executive position is a member of the leadership team reporting to the Chief Executive Officer. This newly established position will lead the resource development practice area for the agency and could be based out of Portland, OR, Chicago, or Washington, D.C. The individual selected will oversee current internal and client projects; create new processes and methodologies to extend the practice area and drive new business development. Currently there is a development staff of four operating out of the Metropolitan group's three offices. As an executive at Metropolitan Group, this position will be an active member of the creative team providing ideas and input. Mentoring, collaboration and teamwork are essential. This is an executive position within a medium sized agency and as such will require a "rollup your sleeves" approach.

Experiences and Skills

The successful candidate will have:

- Demonstrated experience in running all aspects of a large capital campaigns and other major fundraising and the ability to systematically duplicate this success.
- Excellent persuasive fundraising, writing and communication skills.
- Ability to strategize and close major gifts.
- Executive presence with demonstrated public speaking experience.
- Demonstrated ability to establish processes, methodologies specific to capital campaigns.
- Demonstrated ability to transfer skills to others. Ability to train, board, staff and volunteers in fundraising techniques.
- Capable of multi-tasking projects and clients.
- Must provide high quality, ethical leadership to staff.
- Experience with business development from lead generation to closing sales is highly desirable.
- Up beat, creative, professional demeanor
- Strong work ethic.
- Ability to travel 30% of time.

For more information visit the website at <http://www.metgroup.com>

Submit resume and cover letter to:

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