

HEALTHCARE ALTERNATIVE SYSTEMS, INC.
2755 W Armitage Ave. Chicago IL 60647
www.hascares.org
JOB DESCRIPTION

JOB TITLE: VP of Development and Strategy
SUPERVISOR: CEO

ESSENTIAL FUNCTIONS:

The VP of Development & Strategy serves as a transformational executive and key business partner to the CEO and drives the strategic direction of the agency. This position sets the organizations strategic fundraising agenda to achieve and exceed revenue goals through solicitation of individual and major gifts, special events, corporate and foundation support and government grants. The Vice President develops and implements annual and long-term strategic fundraising plans that will diversify H.A.S's donor pipeline. In addition, the Vice President provides oversight of the agency's Marketing and Communications efforts to promote awareness and raise H.A.S's profile in the community at large. In addition, will identify and develop growth opportunities to related services that generate positive change for our clients and communities, and ensure overall superior agency performance. Furthermore, as the innovation champion for the agency, incumbent will assist the CEO to develop and innovate new market opportunities for the agency.

RESPONSIBILITIES:

Lead the Strategic Direction of the Agency

1. Develop inclusive strategic plan and strategy by collaborating with leadership team and board.
2. Identify strategic risks and provide analysis for potential start-up and sun setting of programs and operations.
3. Cultivate a deep understanding of what makes the agency successful and how it will continue to be successful in the future.
4. Oversee and manage all strategic business, proposal development and responses with the guidance of the CEO.
5. Develops and manages a comprehensive and robust development program including a major fundraising campaign with gifts and grants from corporations, foundations, individuals and government; annual and planned giving.
6. Develops and implements H.A. S's annual and long-term fundraising plan which includes individual gifts, corporate, foundation, government and special event revenue for both operating costs and new or special project expenses. The plan(s) will also incorporate proposed goals and strategies through H.A.S's Strategic Plan.
7. Provides support to the Board of Directors to ensure their engagement in the fundraising process.
8. Oversees press releases to the media as appropriate.

Drive New Growth Opportunities

9. Look for opportunities to expand existing programs based on need or launch new ancillary programs, including but not limited to alternative funding via grants, operations, or other viable funding vehicles.
10. Develop and lead implementation of strategic initiatives to leverage emerging technology, innovative service models, and trends in the non-profit social service field.
11. Anticipate and incorporate changes in social service and social entrepreneurial practices.
12. Identify joint ventures, potential merger and acquisition targets, and other strategic partnership opportunities in coordination with Executive Team.

Build and Grow Innovative Capabilities

13. Promote a culture of innovation across the agency.
14. Lead teams to generate and develop innovative ideas to propel the agency's mission and improve the quality of services for participants.
15. Identify trends and current research that supports best-practices in the field.
16. Pilot innovative initiatives and evaluate impact.

Behavioral Health Expert

17. Provide external leadership, visibility, and expertise regarding all Behavioral Health capabilities, acumen and programs.
18. Develop relationships with community stakeholders, government officials, service providers, funders, and other experts in the field to advance the mission and raise the agency profile.
19. Establish the agency as a recognized Behavioral Health leader to build the brand.

QUALIFICATIONS:

- A. Master's degree from a regionally accredited educational institution which has U.S. Department of Education approval, is required.
- B. Eight (8) years of experience in Development and Strategy/Innovation. Knowledge of Behavioral Health a plus.
- C. H.A.S. primary service lines include work with behavioral and mental health (adults and youth).
- D. Experience with one or more of these populations is strongly preferred.
- E. Demonstrated experience developing business and achieving financial growth.
- F. Experience with an understanding of local, state, and federal funding streams and managed health care.

- G. Excellent written and verbal communication skills; strong ability to effectively communicate verbally, in public settings. Strong ability to communicate in writing.
- H. A minimum of five [5] years of experience with a proven track record in the areas of fundraising including but not limited to: grant writing, individual and major gift fundraising, special events, and campaign development.
- I. Must have a minimum of five (5) years' experience in a supervisory position of non-profit organization.
- J. Knowledge of development and fundraising strategies and familiarity with Chicago philanthropic community preferred.
- K. Experience in managing prospect databases.
- L. Excellent computer skills necessary.
- M. Possession of a valid Illinois driver's license and willingness to use personal vehicle in the course of employment.
- N. Perform other duties as assigned.

If interested, please send resume and cover letter to:

Millie Adan, VP of HR

Email: MAadan9250@hascare.org

Phone number: (773)292-4242 EXT: 851