



BOYS & GIRLS CLUBS
OF GREATER ST. LOUIS



**Join us as
our next Vice
President of
Development**

The Opportunity

Boys & Girls Clubs of Greater St. Louis (BGCSTL) seeks an experienced, strategic, and relationship-driven fundraising executive to serve as its next **Vice President of Development**. This is a rare opportunity to lead fundraising for one of the region's most trusted youth-serving organizations at a moment of significant potential.

BGCSTL has a respected brand, a compelling mission, and a loyal donor community that provide a strong foundation for growth. The development team is collaborative, committed, and passionate about the mission. Organizational leadership is aligned and ready to invest in the next phase of fundraising success.

The next **Vice President of Development** will help shape organizational direction, bring fundraising best practices to board and staff partners, and work collaboratively with all stakeholders to grow philanthropic support for St. Louis area youth.

About Boys & Girls Clubs of Greater St. Louis

For nearly 60 years, **BGCSTL** has helped young people in the St. Louis region build brighter futures by providing safe places, caring mentors, and life-changing opportunities to learn, lead, and succeed. Through ten Club locations in Missouri and Illinois, along with Mentor St. Louis and the St. Louis Internship Program, the agency serves thousands of youth each year with programs focused on academic success, workforce readiness, healthy lifestyles, leadership, and character development.

The agency's impact is reflected in the success of its members. Nearly all Club youth expect to graduate from high school on time, and every graduating senior leaves with a plan for the future whether that means college, a career, a credential, or military service. These outcomes, combined with a trusted reputation and deep community partnerships, have made the agency one of the region's premier youth-serving organizations.

The Opportunity Ahead

BGCSTL is ready to build upon a strong fundraising foundation by strengthening strategy, systems, processes, and leadership. Stakeholders see significant opportunity to expand philanthropic support through a more intentional, year-round fundraising program; increased major gift cultivation and stewardship; deeper corporate partnerships; greater board engagement; and more strategic use of donor data to guide decisions.

The **Vice President of Development** will inherit a mission-driven team and a CEO, executive leadership team, and Board that are fully committed to investing in fundraising excellence.



BOYS & GIRLS CLUBS
OF GREATER ST. LOUIS



The Position

The **Vice President of Development** reports to the Chief Strategy Officer and serves as a key member of the executive leadership team. This leader is responsible for advancing a comprehensive fundraising strategy while leading a talented resource development team responsible for annual giving, donor stewardship, corporate partnerships, special events, and development operations.

Key Responsibilities

- Lead the organization's comprehensive, year-round fundraising strategy in support of its mission and strategic priorities.
- Build and strengthen relationships with major donors, corporate partners, foundations, and community leaders while expanding philanthropic support and deepening donor engagement.
- Strengthen fundraising infrastructure by enhancing systems, processes, performance metrics, and the strategic use of CRM and donor data.
- Coach, mentor, and develop a high-performing development team while fostering collaboration across leadership, programs, marketing, and operations.

- Partner with the President & CEO, executive leadership, and Board to advance a culture of philanthropy and strengthen board engagement in fundraising.
- Serve as a visible ambassador for the organization throughout the philanthropic and business communities.

The successful candidate will bring...

- A demonstrated record of success securing major gifts and leading comprehensive fundraising programs.
- Experience building fundraising systems, processes, and accountability while maintaining strong donor relationships.
- A collaborative leadership style and proven ability to coach, mentor, and develop talented teams.
- A strategic, data-informed approach combined with the willingness to be hands-on when needed.
- Executive presence and sound judgment to serve as a trusted advisor to the CEO, Board, and leadership team.
- Passion for the mission and a commitment to expanding opportunities for young people throughout the St. Louis region.



BOYS & GIRLS CLUBS
OF GREATER ST. LOUIS



Compensation

The position is offered at a starting salary range of \$135,000 - \$160,000 with competitive benefits.

How to Apply

Submit your resume and cover letter to search@emdconsulting.com by August 12, 2026.