



Nonprofit Professionals Advisory Group LLC

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Vice President of Marketplace Development

New York, New York

EXECUTIVE SUMMARY

An exciting opportunity for a seasoned philanthropic advisor to lead the development of an enduring, broad-based capital marketplace that involves thousands of funders nationally and generates billions of dollars annually in support of high-impact, social change initiatives that improve the lives of millions of individuals.

In pursuit of a bold and ambitious agenda for harnessing the combined giving potential of the leading foundations, individual philanthropists and corporations, the Growth Philanthropy Network (GPN) seeks to address the critical social issues of our time by leveraging a broad-based capital network to enable the efficient flow of resources to “scale-ready, scale-worthy” nonprofits. Reporting to President and Co-Founder, Alex Rossides, GPN now seeks nominations and applications for a new Vice President of Marketplace Development who will play a key leadership role in GPN and the Social Impact Exchange (“Exchange”) with primary responsibility for building a capital market in two of the following three issue areas: health, education or poverty alleviation. S/he will be responsible for cultivating relationships with funders and integrating them into the collaborative activities of the Exchange, particularly the funder working groups and two issue-based capital marketplaces that s/he will create where funders will review and fund high-quality nonprofit growth opportunities.

The new Vice President will be a seasoned philanthropy professional with the entrepreneurial spirit and intellectual gravitas to advance the Growth Philanthropy Network’s ambitious goals. S/he will work independently to craft and build an enduring, robust financing ecosystem in the social sector. The new Vice President will have ten or more years experience in the philanthropic or nonprofit sector with a proven track record of innovation, scaling and ingenuity paired with experience in GPN’s current issue areas. S/he will be a dynamic leader who deftly translates a grand vision into concrete and measurable outcomes, creating the necessary infrastructure and funder relationships to scale the leading social sector solutions of today.

This search is being conducted by Vice President Elizabeth Bracher and Managing Associate Carolyn Ho of the Nonprofit Professionals Advisory Group.

ORGANIZATIONAL OVERVIEW

The Growth Philanthropy Network was founded in 2005 to improve the lives of millions of people and transform society through the scaling of successful social solutions and nonprofit organizations. For GPN, significant, enduring impact lies in bringing those solutions to scale to effect broad, sustainable change.

GPN's foundation is built on a belief that broad dissemination of proven solutions and programs will result in large-scale improvements in the lives of children and families. Success requires a well-organized, enduring system of expansion financing and support, a system that will fundamentally transform the way growth capital is raised and applied in the nonprofit sector. Only by working together with pioneers, philanthropists, foundations, entrepreneurs and seasoned philanthropy professionals will GPN create a robust capital market that reliably supports the scaling of top social solutions.

Social Impact Exchange (“Exchange”)

The Exchange was launched in 2009 by GPN and Duke University with significant support from the Robert Wood Johnson Foundation, the Rockefeller Foundation, and others. The Exchange is a national membership association dedicated to building a growth capital marketplace that can consistently finance the expansion of the most promising social solutions. The Exchange is the vehicle through which GPN and Exchange members are implementing the goal of building a robust, collaborative marketplace where its members identify initiatives and implement them through working groups, eventually generating billions of dollars annually in support of scaling social solutions and programs. It now has 2,800 members and more than 180 leaders and funders serving on working groups. Its purpose is to serve as a common ground where the sector can work together to build a marketplace ecosystem and significantly enhance the field's capacity to fund, implement and achieve scaled impact in a variety of forms, including programs, policies, new products and nonprofit collaborations.

The Exchange has a clear focus on “scaling impact” which takes many forms in addition to replication or scaling of a single organization. Central to the Exchange's philosophy is that the necessary progress on scaling will require a major, sector-wide effort, which by its very nature must entail broad-based collaboration in every issue area, in every city, and across the sectors of philanthropy, business, academia and government.

Capital Marketplace

Recognizing that success in consistently scaling social solutions will not come from individual funders acting independently, nor from sporadic scaling collaboratives, GPN aims to develop an investment system that enables consistent collaboration and generation of large amounts of capital. While the for-profit sector fosters a mature system to vet, select and support the growth of high-performing companies, no such system yet exists in the social sector. The Exchange and its members are building a philanthropic capital marketplace that can identify, nurture and consistently finance hundreds of scaling efforts annually at the national, state and local level, leveraging the giving power of thousands of funders to effectively scale high-impact nonprofits. This marketplace consists of multiple sub-markets in different issue areas and geographies, and functions both online and in person.

GPN has established three issue area working groups covering several of the most critical social issues of our time: health, education and poverty. These funder working groups will focus on creating scaling marketplaces in those fields with many hundreds of foundations involved. Pilots for local scaling

marketplaces are also in the planning phase to enable cities and localities to similarly organize hundreds of funders locally to scale solutions.

With a staff of seven and an operating budget of \$1.5 million, GPN is poised to leverage the efforts of hundreds of Exchange members, including the combined giving power of leading foundations, individual philanthropists and corporations to advance the scale-ready, scale-worthy nonprofits. As GPN enters this exciting phase of implementing a social capital marketplace, the new Vice President will join a growing and innovative team engaged in cutting edge philanthropic initiatives aimed at addressing the critical social issues of our time.

OPPORTUNITIES AND CHALLENGES FACING THE NEW VICE PRESIDENT

Driving a transformative agenda to create a collaborative funding marketplace, the new Vice President of Marketplace Development will have primary responsibility for building a capital market in two primary issue areas to ensure GPN's ambitious agenda of addressing critical social issues through the efficient flow of resources to scale-ready, scale-worthy nonprofits. In the first 12-18 months, the new Vice President will face the following opportunities and challenges:

Overseeing the development of two Exchange funder working groups;

The primary purpose of the working groups is to build a marketplace of funders that co-fund the scale-up of high-impact initiatives. The new Vice President will be responsible for setting strategy and goals for two of the three working groups (education, health, and poverty alleviation) and creating a systematic approach to their funding and investment agendas. Additionally, s/he will oversee a rigorous recruitment process and establishment of an internal leadership structure.

Establish a broad funder network in two issue areas that serves as a capital marketplace for co-funding of scale-ready, scale-worthy nonprofits selected by working groups;

Building on existing relationships, the new Vice President will initiate, develop and cultivate relationships with funders and funder affinity groups interested in scaling the impact of high performing nonprofits in their fields. S/he will create effective communication strategies to engage the network and develop effective platforms that connect network members with scaling investment opportunities. S/he will work in partnership with working group members to ensure that the funder network achieves the necessary critical mass of participants needed to consistently scale-up effective initiatives.

Developing common purpose, process and buy-in from working groups;

The new Vice President will ensure that the working groups meet their objectives and implement identified projects, including selecting and co-funding scaling opportunities and establishing a broader marketplace. S/he will develop a systematic approach to building consensus and a common agenda for the selection and identification of scaling initiatives for investment consideration. The Vice President will implement an effective governing process for the working groups that creates an efficient sector wide funding process and benchmarks for shared outcomes that will address more than the scaling of individual nonprofits and programs. The working groups will also focus on systemic change efforts, policy efforts and social movements as a way to achieve scaled impact.

Serve as thought-partner to the further development of GPN's model;

The new Vice President will serve as a thought partner in advancing GPN's mission to develop innovative, breakthrough marketplace strategies for supporting the growth of high-impact nonprofit initiatives.

QUALIFICATIONS OF THE IDEAL CANDIDATE

The successful candidate will be a seasoned philanthropy professional with the entrepreneurial spirit and intellectual gravitas to advance the Growth Philanthropy Network's ambitious goals. The new Vice President will be a dynamic leader who deftly translates a grand vision into concrete results. While no one candidate will embody all the qualifications enumerated below, the ideal candidate will possess many of the following professional and personal abilities, attributes and experiences:

- Deep funder networks in two of the three key issue areas of health, education and poverty alleviation; Familiarity with the critical social problems in each content area.
- Gravitas and interpersonal skills to convene the principal funders and thought leaders committed to social change on a broad scale; Experience facilitating collaborative groups with a common purpose and shared goals.
- Entrepreneurial attitude and self-starter with exceptional organizational skills and demonstrated ability to produce results; Ability to roll-up one's sleeves in a small, yet results-oriented work environment; Passionate about building an enduring, high-impact funding system that transforms the sector and drives scaled impact.
- Systems thinker who has the flexibility to operate with unknowns while establishing appropriate processes and procedures to ensure the long-term success of the mission; Ability to identify innovation and best practices.
- Ambassadorial presence paired with passionate urgency that can bring together a wide variety of stakeholders including corporate and academic leaders, individual philanthropists, senior foundation executives and boards, and other high-level clients/colleagues.
- Outstanding written and verbal communication skills that compellingly and concretely convey the tremendous potential of GPN's model.
- Keen and discerning intellect that can move nimbly from concept to execution; Curiosity, flexibility and sense of humor required for a rapidly changing work environment.
- Demonstrated passion for and commitment to GPN's mission through experience funding or consulting to entrepreneurial organizations during high growth periods or driving organizational change and transformation in the nonprofit sector.
- Ten or more years experience in the philanthropy community; Strong, established relationships with individual funders, key decision makers at major foundations, and leading philanthropists.
- Bachelor's degree required; Master's degree in business, nonprofit management, organizational development, finance or education preferred.

TO APPLY

More information about the Growth Philanthropy Network may be found at: www.growthphilanthropy.org

Nominations and applications are due by September 9, 2011. Due to the pace of this search, candidates are strongly encouraged to apply as soon as possible. Applications including a cover letter describing your

interest and qualifications, your resume (in Word format), salary history and where you learned of the position should be sent to: GPN-VP@nonprofitprofessionals.com. In order to expedite the internal sorting and reviewing process, please type your name (Last, First) as the only contents in the subject line of your e-mail.

The Growth Philanthropy Network is an Equal Opportunity Employer. Women and candidates of color are encouraged to apply.