



Position: Chief Philanthropy Officer

Organization: United Way Greater Triangle

Location: Hybrid – Orange, Durham, Wake, and Johnston Counties, NC

Salary: \$130,000- \$165,000/year + generous benefits (medical, dental, 403b match, hybrid schedule)

About United Way Greater Triangle (UWGT)

United Way Greater Triangle (UWGT) connects people and resources to community-driven solutions that create lasting impact. We **invest** in effective programs, **convene** partners across sectors, and **amplify** the work of nonprofits that strengthen families and communities across Durham, Johnston, Orange, and Wake counties.

The Opportunity:

United Way Greater Triangle (UWGT) is at a pivotal moment of growth and transformation. As we deepen our role as a regional anchor for impact where we are mobilizing philanthropy, partnerships, and innovation across the Triangle and we are seeking a Chief Philanthropy Officer (CPO) to help shape our future.

Reporting to the CEO, the Chief Philanthropy Officer is a key member of the Senior Leadership Team and serves as the organizational leader responsible for architecting and scaling UWGT's revenue model. This role goes beyond fundraising execution. The CPO is a close partner to the CEO and is charged with designing how philanthropy, partnerships, and earned revenue fuel long-term strategy, innovation, and community impact.

This is a rare opportunity for a senior philanthropy leader who wants to build, lead, and influence at the highest level. This leadership will happen internally across the organization and externally with donors, corporate leaders, foundations, and civic partners.

Position Overview

The **Chief Philanthropy Officer** leads the vision, strategy, and execution of UWGT's comprehensive philanthropy and revenue strategy. The CPO is accountable for an integrated, diversified revenue portfolio that includes workplace campaigns, corporate partnerships, individual and major giving, grants, sponsorships, and impact services revenue.

As UWGT continues to evolve toward more complex, multi-sector and impact-driven funding models, the CPO plays a central role in **aligning philanthropic strategy** with programmatic priorities, organizational strategy, and community needs while ensuring both financial sustainability and transformational impact. The CPO will establish the vision and build the organization's culture of philanthropy.



The CPO manages a personal portfolio of major and high-capacity donors, serves as a principal external ambassador for UWGT, and leads and develops a high-performing philanthropy team grounded in trust, accountability, and excellence.

Key Responsibilities

Philanthropy & Revenue Strategy

- Serve as the architect of UWGT's revenue model, shaping how philanthropic and partnership capital fuels organizational strategy and impact.
- Design, implement, and continuously refine a comprehensive, diversified revenue strategy with ambitious annual and multi-year goals.
- Assess strengths, risks, and opportunities across all revenue streams to inform investment, forecasting, and resource allocation.
- Provide clear, data-informed revenue projections and progress updates to the CEO, Senior Leadership Team, Board of Directors, and Philanthropy Committee.
- Serve as staff liaison to the Board's Philanthropy Committee – partnering to set strategy, activate leadership, and deepen donor engagement.

Leadership of Revenue Streams

Corporate & Workplace Engagement

- Guide the strategy and execution of workplace campaigns and year-round corporate partnerships.
- Partner with the Director of Strategic Partnerships to oversee corporate giving, sponsorships, and employee engagement.
- Elevate corporate engagement from transactional giving to long-term, values-aligned partnerships.

Individual & Major Giving

- Lead strategy to retain, grow, and steward individual and major donors across all giving levels.
- Personally manage our Tocqueville Society: a portfolio of high-capacity donors and prospects.
- Cultivate established giving societies like Women United and build opportunities for additional groups (retirees, young professionals, etc.).
- Oversee a sophisticated cultivation and stewardship approach that includes personalized outreach, events, digital engagement, and moves management.
- Champion trust-based, donor-centered philanthropy throughout the organization.

Foundations & Grants

- Partner with the CEO and contracted grant writer to identify, secure, and steward foundation funding.

- Align funding requests with UWGT's strategic priorities and ensure strong stewardship and reporting.
- Build and maintain a robust pipeline of corporate, family, and institutional foundation partners.

New Business & Strategic Partnerships

- Identify and pursue new revenue-generating opportunities with corporations, foundations, municipalities, universities, and other institutions.
- Collaborate with the CEO and Senior Leadership Team to develop and execute strategies that expand UWGT's brand, relevance, and financial resilience.

Data, Operations & Financial Stewardship

- Lead data-informed fundraising practices using CRM (Andar) analytics and performance dashboards.
- Collaboratively work with internal teams to ensure accurate processing, reporting, reconciliation, and compliance.
- Analyze donor journeys and trends to strengthen segmentation, retention, and long-term value.
- Ensure that contractually funded work is delivered with integrity and accountability.

Team Leadership & Organizational Culture

- Build, lead, and inspire a high-performing philanthropy team aligned with UWGT's values and strategy.
- Set clear goals, metrics, and expectations while investing deeply in coaching and professional growth.
- Foster a collaborative, inclusive culture that breaks down silos and strengthens cross-functional partnerships.
- Develop leadership capacity and succession within the philanthropy function.

External Leadership & Brand Advancement

- Serve as a visible, trusted, and influential ambassador for UWGT across the Triangle and within United Way Worldwide.
- Cultivate and steward relationships with major donors, CEOs, foundation leaders, and civic partners.
- Help position UWGT as a modern, nimble, impact-centered organization worthy of significant philanthropic investment.
- Partner with communications and program leaders to shape compelling storytelling that connects donors to impact.

Broader Organizational Leadership

- Fosters and builds a culture of philanthropy internally and externally.
- Partner with the Senior Leadership Team to achieve organization-wide goals.
- Model and steward UWGT's values that contribute to a positive, effective culture.

- Contribute to strategic planning and organizational decision-making as a member of the Senior Leadership Team.
- Serve as a visible and engaged leader within the broader community.

What Success Looks Like

In the first 2–3 years, the Chief Philanthropy Officer will have:

- Establish the vision and implementation of a strong culture of philanthropy throughout the organization and externally drive the culture of giving forward.
- Strengthened and diversified UWGT’s revenue portfolio.
- Deepened relationships with major donors and strategic partners.
- Built a high-performing, values-aligned philanthropy team.
- Improved donor retention, growth, and long-term engagement.
- Elevated UWGT’s reputation as a trusted, investable regional anchor for impact.
- Created strong alignment between philanthropy, programs, finance, and strategy.

Who You Are

- A senior philanthropy leader (10+ years) with a proven record of building and leading comprehensive fundraising strategies.
- A strategic thinker who understands how revenue fuels mission and impact.
- A confident relationship builder with credibility among donors, executives, and community leaders.
- A strong people leader who coaches, develops, and empowers high-performing teams.
- Data-informed, financially savvy, and comfortable making decisions in complex environments.
- An inspiring communicator and storyteller who connects investment to meaningful outcomes.

Qualifications

- Bachelor’s degree required; advanced degree preferred.
- Minimum of 10 years of progressive leadership experience in fundraising, philanthropy, or businesses development in mission-driven institutions.
- Demonstrated success securing significant philanthropic investments.
- Experience leading diverse revenue streams and managing high-performing teams.
- Strong experience with CRM systems, analytics, and revenue forecasting.

Application Process

To apply, please submit your résumé and a brief cover letter describing your experience to jobs@unitedwaytriangle.org. Applications will be reviewed on a rolling basis.





United Way
of the Greater Triangle

INVEST. CONVENE. AMPLIFY.

United Way Greater Triangle is an equal opportunity employer. We strive to create a welcoming environment, enable success for all, and promote fairness, respect, and collaboration across our team and in the communities we serve.

United Way Greater Triangle is committed to fostering an inclusive and equitable organization that strives for equal opportunity in all its endeavors. We aim to create a welcoming environment, enable success for all, promote fairness, civility, and respect, and honor the diverse voices within our organization and the Greater Triangle community.



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