



**Position Announcement:
Vice President of Advancement
Digi-Bridge
Located in: Charlotte, North Carolina**

The Opportunity and Organization

Digi-Bridge ignites a lifelong passion for science, technology, engineering, arts, and math (STEAM) by equipping students with the skills they need to thrive in an ever-evolving world. Through fostering curiosity, creativity, exploration, persistence, and resilience, Digi-Bridge has empowered more than 15,000 K-8 scholars across Mecklenburg County since 2015, partnering with more than 30 schools to deliver transformative STEAM learning experiences.

Digi-Bridge seeks a dynamic Vice President of Advancement to drive their next phase of growth and impact. This strategic leader will play a crucial role in expanding the mission by overseeing all aspects of fundraising and donor engagement. Reporting directly to the CEO, the Vice President of Advancement will lead the contributed and earned revenue strategy, focusing on cultivating and building a robust individual donor base while stewarding relationships with corporate partners. The work will be instrumental in securing the resources necessary to fuel Digi-Bridge's continued success.

At Digi-Bridge, you'll join a collaborative and transparent culture where innovation and continuous improvement are not just encouraged—they are celebrated. This role offers a unique opportunity to contribute to a respected and rapidly growing organization at the forefront of STEAM education and social mobility.

Digi-Bridge, a 501(c)(3) nonprofit organization with a \$2.1 million budget, is primarily funded through corporate and foundation grants (78%), with additional revenue from fee-for-service programs (12%), individual donations (6%), corporate sponsorship (3%). If you are passionate about driving change and empowering the next generation, we invite you to join this exciting journey.

Want to know more? Visit Digi-Bridge website [here](#).

The Ideal Candidate

The ideal candidate will have a deep commitment to the mission of Digi-Bridge to ***spark interest and persistence in STEAM learning, ensuring students in under-represented communities have access, opportunities and skills to succeed in a rapidly changing world*** and have a proven track record in growing contributed revenue from corporations and individuals.

Key Responsibilities

Strategic Fundraising:

- Serve as a strategic thought partner with the CEO to create and nurture a culture of philanthropy across the organization.
- Develop and implement a comprehensive fundraising strategy to significantly increase the dollars raised to support Digi-Bridge's mission.
- Oversee the planning, execution and development of an individual and major gift program, corporate partnerships, grant writing, and fundraising events utilizing the Benevon Model to meet the organization's annual operating budget and strategic goals.
- Set goals, track progress, and report on the return on investment (ROI) for all fundraising activities; analyze fundraising trends and provide regular financial reports to key stakeholders.

Donor Cultivation, Storytelling, and Stewardship:

- Cultivate and maintain strong relationships with donors and prospective donors, fostering high engagement and satisfaction.
- Identify new grant funding opportunities and lead the strategy and reporting processes.
- Oversee stewardship of institutional funder relationships, managing a portfolio of corporate and foundation funders, collaborating with the CEO as needed.
- Develop and execute strategic marketing initiatives to elevate the organization's brand awareness, leverage mutually beneficial partnerships to enhance visibility, attract new supporters, and strengthen the organization's presence.
- Lead the planning and execution of fundraising events, such as Let's Imagine More Breakfast, including managing event committees, soliciting sponsorships, and maintaining donor relations.

Earned Revenue Development:

- Oversee the strategy for earned revenue initiatives and manage the Community Engagement Manager.
- Develop relationships and strategies to engage program volunteers more deeply with the organization, encouraging them to become donors.

Administrative Leadership:

- Oversee the donor database (Bloomerang), ensuring the accuracy and integrity of all records.
- Manage the Advancement team comprised of the Community Engagement Manager and a contract Grant Writer, and social media contractor.
- Develop and manage the development budget, ensuring the responsible and efficient use of resources.

- Ensure compliance with agency fundraising processes and procedures by creating and implementing standard operating procedures.
- Contribute to the Senior Leadership Team as a key thought partner to the CEO and Board of Directors.

Key Skills and Qualifications We Are Looking For:

- **Mission-Driven:** You are energized by Digi-Bridge's mission, you bring passion and enthusiasm to work every day, inspiring others to join and support our cause.
- **Visionary Builder:** Motivated and excited to lead Digi-Bridge as a growing nonprofit. You thrive in an environment without established playbooks, embracing the opportunity to test, learn, and iterate.
- **Relational and Engaging:** Your success is driven by building and stewarding relationships. You excel at connecting with diverse stakeholders, communicating our vision, and inspiring others to support our mission.
- **Strategic Thinker:** You balance day-to-day tasks with a forward-looking approach, setting clear, compelling visions and aligning people to achieve them. You think strategically and are always planning for what is next.
- **Corporate Partnership Expertise:** You have experience interfacing with corporate partners, engaging employees, and leveraging resources to benefit the organization.
- **Proven Experience:** You bring at least 7 years of progressive leadership experience in individual nonprofit fundraising or sales, you have a track record of building and scaling revenue.
- **Excellent Communicator:** You possess strong communication, interpersonal, and presentation skills, with the ability to engage and inspire a diverse audience.
- **Fundraising Knowledge:** You are well-versed in current fundraising principles, strategies, and best practices, with an interest in exploring innovative approaches.
- **Collaborative Team Player:** You are energized by working in partnership with a small, dedicated team, you bring a collaborative spirit.
- **Technical Proficiency:** Experienced with Microsoft Office Suite, social media platforms, and CRM software (Bloomerang preferred but not required).
- **Ethical Commitment:** You adhere to the Association of Fundraising Professionals' Code of Ethics and the "Donor Bill of Rights," ensuring integrity in all fundraising activities.

Think you are the next Vice President of Advancement for Digi-Bridge?

To apply, click on the link to the Vice President of Advancement position profile at [ArmstrongMcGuire.com/jobs](https://www.armstrongmcguire.com/jobs). You will see instructions for uploading your compelling cover letter, resume, salary requirements, and professional references. Please provide all requested information to be considered. In case of any technical problems, contact talent@armstrongmcguire.com. No phone calls, please, and no applications will be accepted by email or directly from third-party posting sites.

The salary range is \$93-99K. This is a full-time exempt position with a minimum of twenty-four hours per week in the office and with donors. Digi-Bridge offers out of school programming; therefore, occasional after-school hours are required.

Benefits include a supportive and collaborative work environment with strong board and staff leadership. Digi-Bridge offers a \$500/month contribution to a QSHERA plan for benefits in addition to paid, 15 vacation, 10 holidays, and 5 sick days annually. After 6 months of successful employment, we offer a 401k program with an up to 4% match.

Digi-Bridge is an equal opportunity employer and does not discriminate based on race, color, religion, national origin, sexual orientation, gender, age, marital status, disability, genetic information, or any other reason prohibited by applicable state or federal employment laws. This policy applies to all areas of employment, including recruitment, hiring, onboarding, training, promotion, transfer, discipline, termination, layoff, compensation, benefits, social and recreational programs and all other conditions and privileges of employment.

About Armstrong McGuire

[Armstrong McGuire](#) is a leading executive search, fundraising and strategic advising firm that believes in unlocking the potential of nonprofit leaders and the communities they serve. Founded in 2004, our diverse team of advisors work with clients and leaders to align strategy, optimize operations, build capacity, and lead nationwide searches that bring supremely talented individuals to high-impact organizations. Learn more about our services in talent acquisition, fundraising counsel, and strategic planning.