Vice President of Development

Organization: Miles for Military
Location: Arlington, VA with flexibility for exceptional candidates in other regions
Reports to: Executive Director
Salary range: $160,000-$200,000

About Miles for Military

Miles for Military exists so that military families never have to choose between service and being together. The organization turns donor resources into free flights that reunite junior enlisted service members (E-1 through E-4) with their families for births, graduations, medical care, holidays, emergencies, and the other moments that matter most. By removing the financial barrier to coming home, Miles for Military strengthens family bonds, supports emotional well-being, and promotes force readiness.

The model has resonated with donors, corporate partners, and the military community alike, and the organization is growing quickly. Today Miles for Military has a nine-person team, an operating budget of roughly $6.8 million, over 1,000 flights in the last 12 months, partnerships with multiple NFL franchises, a growing slate of donor events, and an advisory board and board of directors made up of distinguished leaders from the military and business communities.

About the Opportunity

The Executive Director and board of Miles for Military have spearheaded its development success to this point. The Vice President of Development will build on these results and catapult the organization's fundraising engine for the next stage of growth, opening doors to major individual donors, foundations, and corporations, with a particular emphasis on national military-serving foundations, and high six- and seven-figure grants.

This is a hands-on role. The Vice President will begin as a senior individual contributor, personally cultivating foundation, corporate, and individual major donors, writing proposals, and closing gifts. As revenue grows, they will design, build, and lead the development function. It is an opportunity to shape fundraising at a fast-growing, deeply mission-driven organization, alongside a committed Executive Director, board, and advisory board.

Key Responsibilities

Fundraising Strategy

- Build and execute a fundraising strategy focused on ultra-high-net-worth individuals, foundations, and corporations, with particular emphasis on national military- and veteran-serving foundations, large private foundations, and corporate foundations.
- Set annual revenue goals in consultation with the Executive Director and board and develop the plans, timelines, and metrics to meet them.
- Develop new revenue streams while deepening existing donor and partner relationships.

Prospecting, Cultivation & Solicitation

- Personally identify, research, cultivate, and solicit high-value foundation, corporate, and individual prospects.
- Build and manage a portfolio of ultra-high-net-worth and high-net-worth individual donors, including donors connected to the board, advisory board, corporate partnerships, and donor events, moving them toward major and multi-year gifts.
- Build a strong pipeline in year one, with a disciplined volume of significant proposals in motion, laying the groundwork for multi-year, seven-figure support.
- Steward funders and major donors through thoughtful reporting, recognition, and personal engagement that leads to renewed and increased support.

Proposals, Grants & Reporting

- Write compelling proposals, grant applications, letters of inquiry, donor communications, and impact reports that bring the stories of military families to life.
- Manage the grants calendar, deadlines, and reporting requirements.
- Maintain accurate prospect research, pipeline tracking, and CRM records, and report progress to the Executive Director and board.

Leveraging Senior Leadership

- Partner closely with the Executive Director, board, and advisory board to engage their networks, prepare them for donor meetings, and support major asks of individuals and institutions.
- Work alongside the Vice President of Marketing and Communications and the operations team to align sponsorships, events, corporate partnerships, and institutional giving.
- Represent Miles for Military with funders, partners, and the military and philanthropic communities.

Building the Development Function

- Manage and strengthen the existing development program, systems, and processes.
- Over time, design and build a development team as the organization's revenue and administrative needs grow.

Qualifications

Required

- At least 10 years of professional work experience, preferably in nonprofit fundraising, with a track record of securing six- and seven-figure gifts from foundations, corporations, and high-net-worth individuals, including multi-year commitments
- Demonstrated success cultivating and closing major gifts from individual donors, including managing a personal portfolio of high-net-worth prospects.
- Exceptional writing skills, with experience producing persuasive proposals, grant applications, and impact reports.
- Strategic judgment and the operational discipline to build an institutional giving program, including prospect research, pipeline management, CRM use, and reporting to leadership and the board.
- Ability to work as a hands-on individual contributor in a lean organization, with the ambition and management skill to build a team over time.
- Comfort partnering with an Executive Director, board members, and advisory board members to engage their networks and close major gifts.
- Genuine commitment to Miles for Military's mission and to the families who serve.

- Ability to travel regionally and nationally for donor meetings and events, ramping up to 30% of time on the road.

Strongly Preferred

- Existing relationships with, or deep familiarity with, the foundations, corporate funders, and philanthropists who support military families and veterans.
- Familiarity with military culture and communities, through personal service, family, or professional experience, or a demonstrated ability to learn and serve with humility. Veterans and military spouses are encouraged to apply.
- Experience in a growing or small- to mid-size organization, including building a fundraising program or team.
- Experience with corporate partnerships or sponsorships, including in sports, travel, or consumer brands.

To Apply

This search is being led by Stock Executive Search. Please **submit a resume and cover letter here.** Applications will be reviewed on a rolling basis.



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