



Vice President of Fund Development

The Vice President of Fund Development will lead the strategy, execution, and growth of Essential Access Health's fundraising efforts to support a stable, diversified, and values-aligned revenue portfolio. This role is responsible for building and strengthening relationships with existing and prospective funders, while ensuring the organization is well-positioned to secure and manage public funding, including state and federal grants and contracts.

Reporting to the Chief of External Affairs, the Vice President will align fund development with communications and external engagement efforts, ensuring a clear, compelling narrative that reflects the organization's impact and direction. This role requires both strategic leadership and direct engagement in fundraising, with a focus on achieving significant revenue outcomes and strengthening long-term sustainability.

The salary for this position is \$150,087.00. This position can be based in our Los Angeles office with a hybrid work schedule.

KEY DUTIES + RESPONSIBILITIES:

- Develop and lead a comprehensive fund development strategy aligned with organizational priorities and long-term sustainability goals
- Cultivate and steward strong relationships with current and prospective foundation partners and institutional funders
- Provide strategic oversight of state and federal grants and contracts, ensuring alignment with organizational priorities
- Lead and support the Director of Communications and Director of Grants, ensuring alignment across functions
- Contribute to broader organizational strategy, bringing forward funding insights and opportunities
- Partner with the CEO and Board to strengthen engagement in fund development
- Serve as an active partner to Fund Development, Communications, and other internal teams, ensuring coordinated and complementary external engagement

QUALIFICATIONS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required to perform this job.

- 12+ years of progressive experience in fund development, with demonstrated success securing significant revenue



- Effective relationship-building skills and an ability to develop meaningful and impactful partnerships with diverse audiences
- Demonstrated experience building successful fundraising programs including developing fundraising goals and strategies, and defining the tools and resources needed to support a growing fundraising operation
- Experience leading a successful national fundraising program at a nonprofit organization of similar size or larger size, structure, and scope
- Experience leading and developing high-performing teams
- Experience working in nonprofit, public health, or related sectors strongly preferred
- Other duties as assigned

We will consider for employment all qualified applicants, including those with criminal histories, in a manner consistent with the requirements of applicable state and local laws, including the City of Los Angeles' Fair Chance Initiative for Hiring Ordinance.

Essential Access offers a competitive salary + benefits. Essential Access is an M/F, Disabled, and Vet EEO/AA Employer.