



Vice President of Development (Major Gifts)

About SilverSource

SilverSource is a trusted nonprofit organization dedicated to improving the quality of life for older adults in Stamford and the surrounding communities. The organization provides essential services that help older residents remain safe, healthy, and independent—ranging from door-to-door medical transportation and emergency financial assistance to food security programs, housing support, and healthcare and safety-net benefits navigation. With a deep understanding of the challenges faced by seniors, SilverSource fills critical gaps in the social safety net and serves as a vital resource for older adults and their families. As the aging population grows, the work of SilverSource has never been more important, and philanthropy plays a key role in enabling the organization to respond with compassion, dignity, and impact.

Mission

SilverSource advances the dignity, independence, and quality of life of older adults by providing guidance for families, delivering supportive services to those who are in need, engaging in community partnerships, and advocating for sound public policies. The organization's vision is a society that ensures older adults have the resources to live independent, healthy, and fulfilled lives.

Position Summary

SilverSource is seeking an accomplished, strategic, and mission-driven fundraising professional to join its leadership team and elevate philanthropic revenue. This Vice President of Development (Major Gifts) will report to the CEO, serve on the leadership team, and be responsible for growing and managing a robust major gifts and planned giving program while also contributing to organization-wide fundraising strategy across all channels, including individual giving, events, corporate, and foundation support. As a key member of the leadership team, the Vice President will work closely with the CEO, board members, and program leaders to build long-term donor relationships, drive revenue growth, and advance the organization's impact in the community.

Position Duties and Responsibilities

- Lead and grow the major gifts and planned giving programs, managing a portfolio of high-capacity donors and prospects.
- Develop and execute strategies to increase philanthropic revenue, especially major and legacy giving, and support other organizational fundraising efforts.
- Serve as a thought partner to the CEO and leadership team on fundraising strategy, donor cultivation, and organizational growth.
- Partner with the CEO, board members, and staff to identify and engage new donors, expand existing relationships, and close and steward significant gifts.
- Oversee donor communications, proposals, stewardship plans, and recognition strategies to ensure a high-quality donor experience.
- Collaborate with marketing and program teams to align messaging, storytelling, and impact

reporting with fundraising goals.

- Maintain up-to-date donor data and metrics to inform decision-making and demonstrate fundraising success.
- Represent SilverSource in the community and with donors as a compelling, credible ambassador of the mission.
- Strategically utilize the CEO and volunteer leadership to engage leadership giving prospects.
- Manage and inspire any assigned staff including donor relations staff.

Candidate Qualifications

- 8+ years of progressive experience in fundraising, with a strong record in major gifts and planned giving.
- Proven success in closing significant gifts and cultivating long-term donor relationships.
- Strategic mindset with a results-driven, entrepreneurial approach.
- Excellent interpersonal, communication, and presentation skills.
- Deep knowledge of the Stamford/Fairfield County philanthropic landscape and community.
- Demonstrated leadership and ability to work collaboratively within a team and across departments.
- Passion for SilverSource's mission and ability to articulate impact with clarity and inspiration.
- Bachelor's degree preferred.

Compensation and Benefits

Salary Range: \$130,000 - \$135,000

Full benefits package including health, dental, and retirement options. Flexible hybrid work environment is available for the candidate of choice.

To Apply

To apply or nominate candidates for this position, please contact Robert Driver, Senior Executive Recruiter at robert@thebattengroup.com.

POLICY ON PLACEMENT AND RECRUITING

The Batten Group and SilverSource are equal-opportunity employers committed to the principles of non-discrimination in the workplace. Candidates will not be discriminated against on the basis of age, creed, color, religion, sex, sexual orientation, national origin, disability, marital status, or any other basis that is prohibited by federal, state, or local law.