



EXECUTIVE SEARCH OPPORTUNITY PROFILE

For the position of:

*Vice President of Business
Development*

MB Foundation

Fresno, California

July 2018



executive
search &
recruitment

ADVANCING NONPROFITS



THE ORGANIZATION

THE BEGINNINGS

MB Foundation and its predecessors have provided leadership and financial solutions for Biblical stewardship to the Mennonite Brethren community since 1898 when the Board of Trustees of the General Conference established the Endowment Fund to support the work of Mennonite Brethren churches in the United States. In the 1940's they began to make loans to churches and, in 1957, this role was expanded with the establishment of a gift annuity program.

In 1972, the Board, in a desire to create a more formal, intentional effort to support MB churches in stewardship, established a denominational stewardship department to provide a wider range of services and programs to include estate planning education, life income agreements, charitable trusts and a variety of gift plans. In 1990, Mennonite Brethren Foundation was incorporated providing the platform to expand and enhance planned giving programs and services. Through foresight and vision to further increase capacity to serve the MB community, the MB Loan Fund was established in 2003 to provide the platform for the Foundation's investment and loan programs.

THE FOUNDATION TODAY

Over the past 120 years, MB Foundation has developed a sound, effective stewardship ministry of programs and services to individuals, MB congregations and ministries across the United States providing a means to achieve their ministry goals and objectives. This history is built on the following Biblical values:

- Stewardship—the heart of what we do, recognizing God's ownership of all.
- Service—the posture of what we do, focusing on serving Christ and His Church.
- Integrity—the foundation of what we do, seeking to be above reproach in everything.

Today, through its headquarters in Hillsboro, Kansas and an office in Fresno, California, they continue to be a highly valued partner in providing the means for the MB community to meet their investment and funding needs. In doing so, MB Foundation seeks to encourage and assist those they serve in the following ways:

- Planned Giving Services—MBF provides flexibility in facilitating their client's personal charitable objectives.

- Fund Management–With \$190 million under management, MBF provides an experienced, qualified professional staff to steward funds with excellence.
- Championing Stewardship–MBF provides direction and guidance in using financial resources to live a “God–honoring lifestyle”.
- Investment Certificates–MBF offers products to increase return on investments for clients that support MB ministries and partners to transform lives.
- Loan Program–For over 70 years, MBF has provided loans to ministry partners to further the Kingdom of Christ.

MB Foundation’s commitment to serving the MB community continues to be strong and success is found in their passion for furthering the Kingdom of Christ through meeting the needs of the community they serve. This commitment is evidenced in the quality of services provided today and their vision for the future which includes increasing capacity to provide further opportunities to those they serve. The vision includes strengthening the leadership team and continuing to provide a growing, sustainable revenue base for the future. In doing so, MB Foundation is seeking an individual who will serve as Vice President of Business Development with responsibility to develop and implement a comprehensive marketing and business development program to support the Foundation’s mission.

MB Foundation Mission

Our mission is to encourage and assist individuals, congregations, and ministries in the Mennonite Brethren community with Biblical financial stewardship solutions.

THE OPPORTUNITY

MB Foundation’s success throughout its history has been the result of programs, services, and people who are committed to Biblical principles of stewardship. At the forefront is a well trained professional staff who seeks out, develops, and nurtures relationships with those seeking ways to fulfill their financial and ministry goals utilizing the tools and strategies offered by MB Foundation. As evidenced by past growth, the Foundation has been successful, however, needs and opportunities continue to grow and are significant. In order to position the Foundation to continue to expand its capacity to provide leadership to its current and potential constituencies, it is seeking a Vice President of Business Development who will develop and implement marketing programs and initiatives resulting in a strong, vibrant presence for the Foundation in the San Joaquin Valley and across the nation.

ROLE & CANDIDATE PROFILE

Reporting to the President/CEO of the Foundation, the Vice President of Business Development (VPBD) will serve as a member of the executive leadership team with responsibility for overseeing, directing and leading the development and implementation of a comprehensive, branded marketing plan and program focused on networking, building partnerships and seeking new business opportunities. In doing so, he/she will ensure strategies and programs reflect the mission of the Foundation, supporting its goals and objectives and providing the means to continue to impact the MB community. He/She will initially direct a team of three Planned Giving Advisors–two in Hillsboro, Kansas and one in Fresno, California–and two support staff.

The ideal candidate will be a growing disciple of Jesus Christ and a member of, or fully embrace, the Mennonite Brethren community. The VPBD will have a discernable track record of success in

developing and implementing a wide range of business development programs and initiatives to include marketing, branding, communications and client relations. The successful candidate will have shown the ability to be successful in identifying and cultivating networks and relationships resulting in business opportunities with existing and new clients for the full range of programs and services MB Foundation provides. In addition, this individual will seek out and build partnerships, collaborating with a wide range of individuals and organizations to further identify and develop new ministry opportunities. To further support these efforts, the VPBD will ensure Planned Giving Advisors and others will have the direction, tools and support needed to acquire new business opportunities and provide a high level of client service with excellence and integrity to all clients and constituencies.

Duties and responsibilities will include:

- Provide supervision, oversight, and guidance to all personnel and functions of the Business Development team;
- Develop, implement and manage branded business development and marketing programs for all Foundation services and programs to build a strong, vibrant presence in California and across the nation;
- Develop and implement business development programs to successfully present and educate existing and potential clients of opportunities provided by the Foundation;
- Develop and implement performance and outcomes-based strategies and approaches to identify and acquire new opportunities with existing and potential clients;
- Ensure Planned Giving Advisors are trained, equipped, and have the necessary resources to research, evaluate and acquire new clients while expanding current client relationships as they arise;
- Ensure Planned Giving Advisors plan and execute client relations and service strategies to build strong on-going relationships through communications, education and counsel;
- Ensure systems are in place to track all business development and client contact and interaction;
- Plan and manage all Foundation special events to include the biannual Celebrate gathering and participate in other opportunities to represent MB Foundation across a wide range of audiences.

Qualifications will include:

- Possess a deep abiding faith in Jesus Christ and embrace the ministry of the national MB family;
- Bachelor's degree in Business, Marketing, Communications or related discipline required;
- Minimum of 5-10 years of professional experience in business development, marketing, consultative sales or related function with sales/marketing management responsibilities;
- Possess an entrepreneurial spirit to inspire and motivate staff, clients and other stakeholders and constituents;
- Knowledge of non-profit business development/marketing in a stewardship-related ministry preferred but not required;
- Excellent interpersonal skills with demonstrated ability to cultivate and develop effective relationships across a wide range of clients to include individuals, non-profit board of directors, and other decision-makers;
- Excellent written, verbal, and presentation skills.

In short, the Vice President of Business Development will be an entrepreneurial leader who will develop, implement and manage a comprehensive marketing and business development program

for MB Foundation. He/She will possess the skills, ability, knowledge and experience to successfully enable MB Foundation to expand and grow its client base through sound Biblical financial stewardship solutions.

COMPENSATION

MB Foundation is committed to attracting and retaining quality staff members. Compensation and benefits are competitive and comparable with similar opportunities.

LOCATION

The Vice President of Business Development will be located in MB Foundation offices in Fresno, California.

THE SEARCH AND SELECTION PROCESS

[DB&A Executive Search and Recruitment](#) has been retained by MB Foundation to conduct this search for their next Vice President of Business Development. Candidates will be identified through a number of sources and DB&A consultants will review and evaluate all interested parties in the process of determining a final group for consideration. The search will be coordinated by the MB Foundation senior management and the final candidate selection will be made by a search committee consisting of MB Foundation leadership.

The search will be conducted in a professional, consistent manner with a commitment to all potential candidates being afforded the same considerations by the search firm and the Client. All reasonable efforts will be made to protect the confidentiality of candidates.

Additional information on the search process may be obtained through Ron Infinger, Vice President, DB&A Executive Search, or by visiting <http://www.DBA-Search.com> and clicking on the "Opportunities" page for position information and to submit an application online.

For further information on this search, please contact:



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