



AMIS
KIDS

Vice President of Resource Development

AMIkids

Tampa, Florida

Reports To

President & CEO

Organization Profile

Headquartered in Tampa, Florida, AMIkids is a national nonprofit organization dedicated to helping youth discover their strengths, develop new skills, and to reach their potential. Founded in 1969, the organization serves young people who navigate challenges and opportunities by providing education, workforce development, and other supportive services designed to help them **build successful futures** and **contribute positively to their communities**. AMIkids operates programs across the country in partnership with schools, communities, and public agencies.

At the heart of AMIkids' approach is a commitment to meeting each young person where they are and helping them recognize their potential. Organizational programs combine education with character development, life skills, career readiness, and individualized support. Through this integrated model, AMIkids helps young people build the confidence, resilience, and practical skills needed to achieve their goals, pursue meaningful opportunities, and thrive in school, work, and life.

The impact extends beyond the individual young people that AMIkids serves. By helping young people build on their strengths and realize their potential, AMIkids fosters positive youth development while strengthening families and communities. AMIkids' mission requires committed educators, leaders,

counselors, and community partners who understand the importance of investing in young people and creating pathways to long-term success.

Over the past 57 years, the organization has helped more than 172,000 young people discover their strengths and grow into confident, successful adults. In 2025, AMIkids served youth across 215 counties in seven states at 49 unique programs.

Mission

Empower young people to discover their true potential.

Vision

A future where every young person has the opportunity to discover their potential, supported by strong families and thriving communities.

Mantra

Empowering young people to believe - I CAN



Position Summary

As a member of the Executive Team, the Vice President of Resource Development provides strategic leadership for AMIkids' comprehensive fundraising and resource development efforts. The Vice President will develop and execute an organization-wide development strategy aligned with AMIkids' mission and priorities, while building a culture of philanthropy across the organization. The responsibilities will include identifying new opportunities for growth, strengthening donor engagement and stewardship, cultivating meaningful relationships with individuals, foundations, corporations, and other partners and leading marketing and communications.

The Vice President will provide strategic and personnel leadership to the resource development team, ensuring the department has the talent, structure, systems, and resources necessary to achieve ambitious fundraising goals. Working closely with the President, senior leadership, board members, and other stakeholders, the Vice President will elevate AMIkids' philanthropic profile, inspire increased investment in its programs and services, and secure the resources necessary to expand the organization's impact.



Specific Responsibilities

- Serve as part of the executive leadership team and help shape overall organizational strategy and financial growth.
- Develop, manage, and coordinate comprehensive fundraising strategies and implementation plans, ensuring efforts support AMIkids' strategic initiatives and revenue needs.



- Establish goals and meet annual fundraising and engagement objectives.
- Represent AMIkids at key events, conferences, meetings and discussions and communicate the impact of programs and services. Make presentations to key community and business leaders.
- Utilize data, prospect research, and the CRM to strengthen pipeline development.
- Work in partnership with local program leadership to engage, cultivate, and steward existing, new, and prospective donors.
- Maintain a focus on gratitude, develop lasting relationships, attract new donors, and re-engage lapsed donors.
- Coordinate experiential cultivation opportunities and participate in meetings and site visits with grantors/donors.
- Establish and maintain positive relationships with board members, affiliates, and regional/program team members.
- Implement and oversee fundraising programs which include planned giving, special events, corporate and foundation relations, annual campaign, and major gifts.
- Function as the Chief Philanthropy Officer for the organization.
- Plan and execute the Board of Trustees meetings.

- Work closely with the Foundation Board to increase engagement, introductions, fundraising participation, and recruitment of new members.
- Leverage the CEO's and other senior leaders' time on high-impact public awareness and fundraising activities.
- Provide complete and accurate activity reports, revenue forecasts and situation analysis as required by the President/CEO.
- Provide oversight for the development of appropriate systems and metrics to increase operational efficiencies and enhance evaluation procedures.
- Lead major gift strategy and personally manage relationships with top donors and prospects.
- Partner with the AMIkids finance department to prepare budgets, forecasts, and accurate tracking of philanthropic gifts.
- Consult with local program leadership on priority resource development opportunities – including strategy, proposal development and implementation.
- Provide leadership, direction, and supervision for the Resource Development and Boat Program departments while developing and managing their budgets and operating plans.
- Hire, train, and manage the team members of the Resource Development department.
- Work in conjunction with the Resource Development team on the following initiatives:
 - Assist with the development/management of a Planned Giving program.
 - Assist with the development/management of the AMIkids Advocacy program.
 - Assist with board development for the local programs.
- Provide strategic direction for Marketing & Communications to develop compelling promotional materials, execute impactful events, and ensure consistent, effective branding, storytelling and messaging across initiatives.
- Actively research, develop, manage, and cultivate relationships and contacts with foundations, corporations, and individuals.
- Oversee the execution of email and social media fundraising campaigns in coordination with the Senior Director of Marketing & Communications.
- Guide the planning and coordination of fundraising special events as needed.

- Develop strategic initiatives relevant within the ever-changing fields of philanthropy, nonprofits, youth development, and public policy.
- Stay ahead of fundraising trends and bring new ideas and creative opportunities to the organization.
- Assist with special projects and other duties as assigned.



Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree from an accredited college or university.
- Minimum of 8 years of professional experience in major gift fundraising.
- Must be deeply passionate about the organization's mission and committed to improving the well-being and support of youth throughout the communities that AMIkids serves.
- Experience in community outreach.
- Innovative, forward-thinking leader with exceptional interpersonal skills, a genuine and compelling enthusiasm for supporting youth initiatives.
- Deep commitment to high ethical standards and confidentiality.
- Tangible experience expanding and cultivating existing donor relationships; ability to engage a wide range of donors and build long-term relationships.
- Excellent written, oral, and interpersonal communication skills, including political acumen to establish and maintain good working relationships.

**Preferred**

Preference will be given to candidates that also display one or more of the following:

- Advanced degree.
- Professional certification (CFRE, Plus Delta, CFRM, CAP, CSPG, etc.).
- Supervision of a comprehensive fundraising program in youth development.
- Experience with Raiser's Edge Fund Raising software.

Memorandum

The salary and benefits are competitive and commensurate with experience and qualifications. Paschal•Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

Beau Cummings, Senior Search Consultant
Paschal•Murray
Executive Search
Wilmington • San Diego

beau@paschalmurray.com

Phone: (760) 863-4512
www.paschalmurray.com