



Vice President of Advancement

412 Food Rescue | Pittsburgh, PA | Full-Time

Salary: \$85,000 - \$95,000

About Us

412 Food Rescue is redefining hunger relief through technology and innovation. Since 2015, we've rescued over 23 million pounds of fresh food using our proprietary app, Food Rescue Hero, which connects surplus food with people who need it—often within the hour. Our platform is now licensed across the U.S. and Canada, positioning us for national impact.

We're a mission-driven organization with a social enterprise mindset: data-driven, technology-focused, and committed to fighting both hunger and food waste.

The Opportunity

We're seeking an exceptional fundraising leader to drive our next chapter of growth as Vice President of Advancement. This is a rare opportunity to shape fundraising strategy for an innovative, scaling nonprofit where 90% of revenue comes from contributed income—making this role absolutely mission-critical.

As a key member of our executive leadership team, you'll lead comprehensive fundraising, communications and marketing strategy while positioning our Food Rescue Hero platform for national philanthropic support. You'll oversee a talented team while personally managing a portfolio of major gift prospects, build sophisticated donor engagement programs, and guide brand visibility that drives fundraising success.

This role is ideal for a strategic, entrepreneurial leader who excels at both relationship-building and brand storytelling to create measurable impact in the fight against hunger and food waste.

What You'll Do

Drive Revenue Growth & Innovation

- Lead strategy across individual, corporate, foundation, and government funding sources
- Spearhead expansion of individual giving as our greatest growth opportunity
- Develop national fundraising strategy leveraging Food Rescue Hero's expanding footprint
- Oversee major and planned gifts programs while personally managing a portfolio of high-capacity prospects
- Personally cultivate and solicit six- and seven-figure gift commitments

Lead Marketing & Communications Strategy

- Direct marketing and communications strategy that drives fundraising success and brand visibility
- Guide development of compelling case materials and donor messaging
- Oversee digital presence, campaigns, and storytelling that articulates national impact
- Ensure brand consistency across all fundraising and external communications

Build High-Performing Teams

- Lead team of 5 department staff including major gifts, corporate partnerships, individual giving, marketing, and volunteer engagement
- Partner with CEO and Board to cultivate major donor relationships
- Collaborate cross-functionally to align fundraising, marketing, and programs

Create Systems for Success

- Implement data-driven approaches to donor acquisition, retention, and stewardship
- Leverage CRM systems for sophisticated donor segmentation and tracking
- Establish metrics and reporting systems that drive performance

What You Bring

Required:

- 10+ years progressive nonprofit fundraising experience with proven success securing major gifts
- 5+ years senior leadership experience with direct revenue responsibility and team management
- Track record building comprehensive fundraising strategies across multiple streams
- Experience personally managing major gift portfolios and closing six- and seven-figure gifts
- Strong background in marketing, communications, or brand strategy
- Exceptional relationship-building skills with donors, board members, and institutional funders
- Outstanding communication and storytelling skills with ability to inspire philanthropic action

Highly Valued:

- Experience in fast-paced, entrepreneurial, or technology-focused nonprofits
- Background with planned giving programs and national fundraising campaigns
- Experience integrating marketing strategy with fundraising goals
- Strong analytical skills and comfort with data-driven decision making
- Passion for addressing hunger, food waste, and environmental sustainability

Why Join Us

- **Mission Impact:** Your fundraising and brand work directly fuels our ability to rescue food and fight hunger
- **Innovation:** Join a tech-forward nonprofit scaling a proven solution nationally
- **Leadership Voice:** Shape both fundraising and marketing strategy as part of the executive team
- **Portfolio Management:** Personally cultivate transformational gifts alongside team oversight
- **Entrepreneurial Culture:** We value innovation, collaboration, and outcomes over bureaucracy
- **Growth Opportunity:** Build programs and strategies from strong existing foundation

Details

- **Location:** Hybrid (Pittsburgh-based with in-office, remote, and field work)
- **Schedule:** Occasional evenings and weekends for events and donor meetings
- **Travel:** Occasionally necessary for donor cultivation, conferences, and partnerships
- **Reports To:** Chief Executive Officer
- **Direct Reports:** 5 department staff

To Apply

Please submit:

- Cover letter describing your fundraising philosophy and why you're drawn to this opportunity
- Resume highlighting relevant accomplishments and revenue secured
- Three professional references

412 Food Rescue is an equal opportunity employer committed to diversity, equity, and inclusion. We welcome applicants from all backgrounds.

Ready to drive fundraising innovation for a cause that matters? We'd love to hear from you. Submit materials here: hr@412foodrescue.org