



Job Description: Vice President, Development & Partnerships

Organization Overview

For over 130 years, the Los Angeles Area Chamber of Commerce represents the interests of businesses in the Los Angeles region. As the region's most prominent business organization with more than 1,000 member companies, the Chamber's vision is "A thriving Region for all." Our priorities revolve around policy development and advocacy, global engagement, and community collaboration for local and regional economic growth and mobility. For more information, visit www.lachamber.com.

Vision for the Future

Our region is on a path toward numerous opportunities that will yield economic growth, as we prepare to host the world for global sporting events. As one of the state's largest chambers, the Los Angeles Area Chamber of Commerce, a five-star accredited Chamber, is well positioned to lead with the bold policy and advocacy to realize the promise of a brighter future for the Los Angeles region.

Position Overview

The Vice President of Development and Partnerships is an executive level position responsible for leading fundraising and advancement strategy for the LAACC Foundation. This role focuses on business members, corporate philanthropic leaders, and family foundations, with a distinct emphasis on activating and converting Chamber members, investors, and civic leaders into philanthropic partners of the Foundation.



Primary Position Purpose

Provide executive leadership for a relationship-centered development operation that leverages the Chamber’s membership, influence, and convening platform to generate transformational philanthropic support for the LAACC Foundation.

Key Responsibilities

Strategy Development & Implementation

- Lead the Foundation’s fundraising development strategy with emphasis on major gifts and philanthropy.
- Partner closely with Chamber leadership to integrate philanthropic engagement.
- Partner closely with the President & CEO, senior Chamber leadership, and the Foundation Board to set fundraising goals, campaign priorities, and donor engagement strategies.
- Establish clear short- and long-term revenue targets, benchmarks, and performance metrics to drive accountability and sustained philanthropic growth.

Donor Pipeline Management

- Design, build, and actively manage a robust major-gift pipeline that strategically leverages Chamber members, investors, business leaders, and civic influencers.
- Oversee disciplined donor tracking, prospect research, forecasting, and reporting using CRM systems and data-driven decision-making.
- Focus on donor retention

Chamber-Leveraged Philanthropy & Strategic Engagement

- Translate Chamber touchpoints—including membership, sponsorships, committees, policy initiatives, small business initiatives and events—into intentional philanthropic engagement opportunities.

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- Focus on donor retention
- Partner with events, communications, and marketing teams to design donor-centric experiences that connect business leadership to mission, impact, and outcomes.

Stewardship & Donor Experience

- Oversee stewardship strategies that clearly demonstrate the impact of philanthropic investments through outcomes reporting, storytelling, and donor communications.

Qualifications:

- Minimum 10+ years in nonprofit development or advancement, major-gift focused.
- Proven success with high-net-worth individuals, executive leaders and corporate donors.
- Strong communication, CRM proficiency, and strategic leadership skills.

Compensation

Salary/Exempt position, starting at \$150,000 per year (Salary commensurate with experience)

Benefits: This position includes accrual of 10 paid sick days annually, approximately 15 paid holidays, and vacation starting at an accrual rate of 10 paid days per year; 100 percent employer paid Medical/Dental/Vision Insurance for employee only; 3 percent employer contribution to 401(k); Flexible Spending Accounts (FSA); Long Term Disability; Life Insurance; and Metro commuter/transportation benefits; 529 College Savings Plans; Employee Assistance and Wellness programs.

Reports To: Chief Operating Officer

Working Conditions/Physical Demands:

The physical demands described are representative of those that must be met by the employee to successfully perform the essential functions of this job. The Los Angeles Area

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Chamber of Commerce provides reasonable accommodation to enable individuals with disabilities to perform the essential functions. This position requires:

- Work that may be performed in an intense, fast-paced office environment, depending upon assignment.
- Requires reliable transportation to attend off-site meetings and events.
- Requires ability to understand verbal communication and to respond effectively.
- Positions in this class typically require: reaching, typing, grasping, feeling, talking, hearing, seeing, standing for long periods of time and repetitive motions in computer use.
- Requires learning and adapting new software.

Application

LAACC Contact: Carmen Torres, Human Resources Consultant

Submission Requirements: Cover Letter & resume

Date Posting Expires: Until filled

The Los Angeles Area Chamber of Commerce is an equal opportunity employer, dedicated to promoting a culturally diverse workforce. All Qualified applicants will receive consideration for employment without regards to race, color, religion, gender, or national origin.

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.