



POSITION GUIDE

DIRECTOR OF PHILANTHROPY



THE
JACQUES PÉPIN
FOUNDATION

ABOUT JACQUES PÉPIN FOUNDATION

"We are all equal in the eyes of the stove." -Jacques Pépin

Since its inception in 2016, the Jacques Pépin Foundation (JPF) has been a dedicated force in the realm of culinary education and training. Named in honor of the globally renowned chef, author, culinary educator, and television personality, Jacques Pépin, the JPF was established by his closest family in 2016 to embody and share his inspirational passion for cooking. The JPF's work is focused on advancing Jacques Pépin's lifelong legacy of making culinary arts education accessible to all. Toward that goal, the JPF produces video recipes, develops curricular materials, and provides grant funding for community-based culinary workforce training organizations nationwide.

The JPF's grant program has had a profound impact in support of organizations that train individuals with barriers to employment such as history of incarceration, homelessness, substance abuse, low educational attainment, and lack of work history. It has demonstrated that culinary arts education can provide a gateway to employment and careers in the food industry, while also contributing to self-reliance, confidence, and improved health and well-being.

Rooted in the conviction that learning to cook transcends age, community, and walks of life, the JPF distributes educational content across multiple platforms, and through its signature membership program in its commitment to making culinary education accessible to all. Jacques Pépin's personal journey, which began in his mother's restaurant in Lyon and took him to

KEY FACTS

- Familial organizational culture.
- Partnered with over 100 community-based culinary training kitchens nationwide.
- Over \$1M in grant funding disbursed since 2018, including over \$230,000 for FY2023.
- Steady revenue growth: \$1.2 million in reported revenue for FY 2022.
- 10 total organizational staff (full-time, part-time and contractors), all working remotely.
- 7 total on Board of Directors, including Chef Pépin, President, and Executive Director, with some growth planned.

MISSION

The Jacques Pépin Foundation promotes Jacques' generosity and passion for cooking by supporting individuals that seek, and organizations that create pathways to success through culinary professionalism, skills, and technique.

VISION

Enriching lives and strengthening communities through the power of culinary education.

CONNECT WITH JPF



Paris and New York, serves as a testament to the transformative power of culinary skills. His daughter, Claudine Pépin, President, and son-in-law, Rollie Wesen, Executive Director, honor that power through their leadership at the foundation.

Jacques Pépin's talent, energy, skill, and charm has endeared him to influential culinarians worldwide, and his work continues to inspire the next generation of chefs and home cooks. With Chef Pépin as their lodestar, the small, exceptional, dedicated team at the foundation has grown the organization into a powerhouse in culinary education and hopes to ensure that everyone can gain access to the knowledge needed to cook.

To learn more about the organization and the JPF leadership, visit www.jp.foundation.

THE POSITION

As a pivotal member of the JPF leadership team, the Director of Philanthropy will play a crucial role in advancing the Foundation's mission to fund culinary arts education and training programs. Reporting directly to the Executive Director, the Director of Philanthropy will spearhead the creation and implementation of a comprehensive development strategy. This dynamic, newly established, and fully remote position will be responsible for overseeing, planning, and executing an annual development program.

The Director of Philanthropy's primary focus will be on cultivating existing supporter relationships, attracting new donors, and establishing the necessary infrastructure for the organization's sustained growth in contributed revenue. This role demands a dedicated professional with the capability to manage an upper-level donor portfolio, adeptly solicit substantial fundraising gifts, expand corporate sponsorships, develop a planned giving program, harness data from the JPF Membership program, and optimize the impact of special events—including a significant anniversary campaign slated to begin in the fall of 2024, and conclude in December 2025. With a target of achieving \$2 million in unsolicited donations, the Director of Philanthropy will be instrumental in driving substantial growth over the coming years.

Beyond immediate fundraising goals, this visionary leader will ensure the Foundation's long-term financial sustainability by fostering a culture of philanthropy that actively engages all staff in achieving revenue and relationship-building objectives. The Director of Philanthropy will be influential in propelling JPF toward a future of impactful contributions to culinary education and training.





MAJOR OBJECTIVES

Within the first 12 to 18 months, the Director of Philanthropy will achieve the following major objectives:

- Build strong, trusting relationships with the Executive Director, Leadership Team, Board, and key donors; establish a visible and dynamic presence as a leader throughout the JPF community, and throughout the foundation's business and philanthropic communities.
- Work closely with the Executive Director and Leadership Team to oversee all fundraising, campaign strategies, goal setting, planning activities, and solicitation of major and principal gifts based on ambitious yet achievable goals.
- Be responsible for solidifying a functional, sustainable fundraising infrastructure, timeline, and system to capture and capitalize JPF's current and future donor base.

RESPONSIBILITIES

The Director of Philanthropy will have the following primary responsibilities:

STRATEGIC LEADERSHIP

- Create and implement a comprehensive, relationship-based, and data-driven fundraising plan that includes individual, foundation, corporate, and special event source funding.
- Manage and oversee the formation and maintenance of necessary development reports and records; help prepare and manage the department's financial reports and budget; monitor budget and ensure revenue goals are met on an annual basis.
- Advance cross-functional collaboration by building a culture of philanthropy that engages staff across program areas in raising awareness and support JPF's mission.

DEVELOPMENT & FUNDRAISING

- Function as a partner to the Executive Director to support and advise on donor portfolio and activities.
- Oversee and expand the organization's development programs, including the execution of the organization's individual fundraising, annual fund appeals, email and social media campaigns, and donor stewardship including acknowledgments and ongoing donor engagement. Create and execute an elevated and comprehensive donor stewardship strategy for campaign-level giving.
- Engage and motivate the Board in its role in development; manage their involvement in fundraising activities, collaborating with them to identify, qualify, and engage prospects.

QUALIFICATIONS

The ideal candidate will bring most of the following qualifications and skill sets:

- A genuine commitment to the mission, vision, and values of the Jacques Pépin Foundation.
- At least seven to ten years of progressive experience in development or advancement, successfully implementing a comprehensive development program with significant experience in CRM databases; experience in food and beverage/hospitality a bonus.
- Deep understanding of prospect research, cultivation, solicitation, and stewardship strategies; demonstrated success personally soliciting and securing major gifts.
- Experience leading campaigns.
- Strong leadership skills, with solid experience motivating other staff and inspiring colleagues toward accomplishing common objectives.
- Excellent analytical and organizational skills, with the ability to plan, manage strategically, set priorities, and focus on details while not losing sight of the big picture.
- Excellent verbal and presentation skills with confidence-inspiring attitude.
- Willingness to perform administrative tasks associated with setting up a successful fundraising calendar and system.
- Excellent interpersonal skills to establish cooperative, tactful, effective, and harmonious working relationships with colleagues, donors, volunteers, and the public, and an eagerness to take an active, public role as a representative of JPF.
- Flexibility to welcome and embrace an entrepreneurial-like culture with energy and exceptional work ethic.
- Relationships with regional and national foundations in the social services sector would be an advantage.
- Appreciation for food and culinary education is an advantage.
- Ability to maintain the highest level of discretion and confidentiality with sensitive donor information.
- Willingness and ability to travel to annual Gala in NYC (this year taking place on 4/4/2024) and as needed for other events or initiatives.
- A bachelor's degree or equivalent professional experience required; master's degree and/or CFRE would be an advantage.

COMPENSATION

The salary range for this position is \$90,000 to \$100,000.



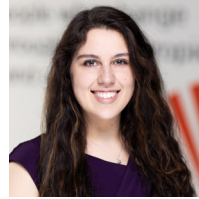
APPLICATION

The Jacques Pépin Foundation has retained Campbell & Company to conduct this search. The team for this project includes Kris McFeely, Managing Director; Christian Cañas, Vice President; and Maria Gikas, Administrative Coordinator.



CHRISTIAN CAÑAS

Vice President, Executive Search



MARIA GIKAS

Administrative Coordinator, Executive Search



KRIS MCFEELY

Managing Director, Executive Search

[APPLY NOW >](#)

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Campbell & Company has helped place exceptional leaders in all sectors, including human services, arts & culture, education, healthcare, environment, associations and membership organizations, and civic and public affairs.

Underlying all our work is a shared focus on the Campbell & Company mission: to collaborate and innovate with people who change lives through philanthropic vision and action.

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