

NATIONAL REVIEW

National Review Institute · Arlington, Virginia

Executive Vice President, Development

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About National Review Institute

National Review Institute (NRI) is a non-profit, 501(c)(3) that advances American conservatism by promoting the understanding and embrace of its principles.

Guided by the enterprise's core values, constitutional government, free enterprise, moral bedrocks, a strong defense, love of country, and defending Western civilization, NRI invests in top conservative voices. National Review nurtures both established journalists and emerging talents who report the truth and advocate for these principles with conviction.

The Institute reaches new audiences through curated programs, educates and engages conservatives, and strengthens the movement. NRI is seeking an Executive Vice President, Development to lead the next phase of that work.

CORE VALUES

Constitutional Government	**Free Enterprise**	**Moral Bedrocks**
A Strong Defense	**Love of Country**	**Defending Western Civilization**



The Opportunity

The Executive Vice President, Development will lead National Review's major gift program and donor partnerships, owning the strategy and results of a portfolio-driven development operation, leading a team of major gift officers, and personally stewarding relationships with the enterprise's most significant supporters.

National Review has launched a successful multi-year mission campaign that is ahead of pace, and the organization has adopted a digital-first vision and strategy. The EVP, Development will convert that momentum into a durable, growing base of major donor partnerships.

The mandate is to move the major gift program from transactional and relational giving to transformational partnership: connecting donors to the societal change they want to see, positioning National Review as a pillar of their philanthropic strategy, and building a development operation that grows beyond an events-based model. This is a builder's role for a fundraiser who leads from the front, carries a personal portfolio, and spends meaningful time on the road with donors.

This role works in close partnership with the Executive Vice President, Growth and Membership, who owns donor acquisition, direct response, and low-dollar programs. The two roles form a deliberate pipeline: Growth and Membership builds the base of members and low-dollar donors, and Development identifies, cultivates, and elevates major donor partners from that base, with clear ownership and shared accountability for the enterprise's revenue growth.



The Role

The Executive Vice President, Development owns the strategy, goals, and results of National Review's major gift program, including individual major donors and foundation partners, while personally carrying a portfolio of the enterprise's top donors and prospects.

KEY RESPONSIBILITIES

- Own the strategy, goals, and results of National Review's major gift program, including individual major donors and foundation partners.
- Lead, coach, and hold accountable a team of major gift officers, with support from a development administrator, setting consistent standards for portfolio management, prospecting, moves management, and follow-through.
- Personally manage a portfolio of some of the enterprise's top donors and prospects, carrying individual cultivation, solicitation, and stewardship responsibility.
- Travel regularly, roughly one-third of the time, for donor meetings, ensuring every trip and event produces scheduled, purposeful donor conversations.
- Advance the mission campaign in partnership with the CEO, articulating the enterprise's digital-first vision and strategy fluently and persuasively to sophisticated donors.
- Reset the major gift strategy beyond an events-based model, building year-round cultivation rhythms tied to donors' philanthropic goals.
- Own donor communications for the major gift audience, including proposals, stewardship reporting, and campaign collateral, in coordination with marketing and editorial.
- Partner with the EVP, Growth and Membership to move qualified donors from the low-dollar base into major gift cultivation, keeping messaging consistent across the donor journey.
- Oversee planned and legacy giving, including the Legacy Society, as a pathway to transformational commitments.
- Run a disciplined operating cadence of clear goals, tracked action items, honest pipeline reviews, and direct accountability for outcomes.



The Ideal Candidate



The strongest candidates for this role will be:

- Relational and accountable.
- Strategic about donors and personally in the field.
- Confident presenting vision but hungry for coaching.
- Demanding of their team but generous with credit.
- Capable of building a major gift program that compounds in value over time.









Qualifications

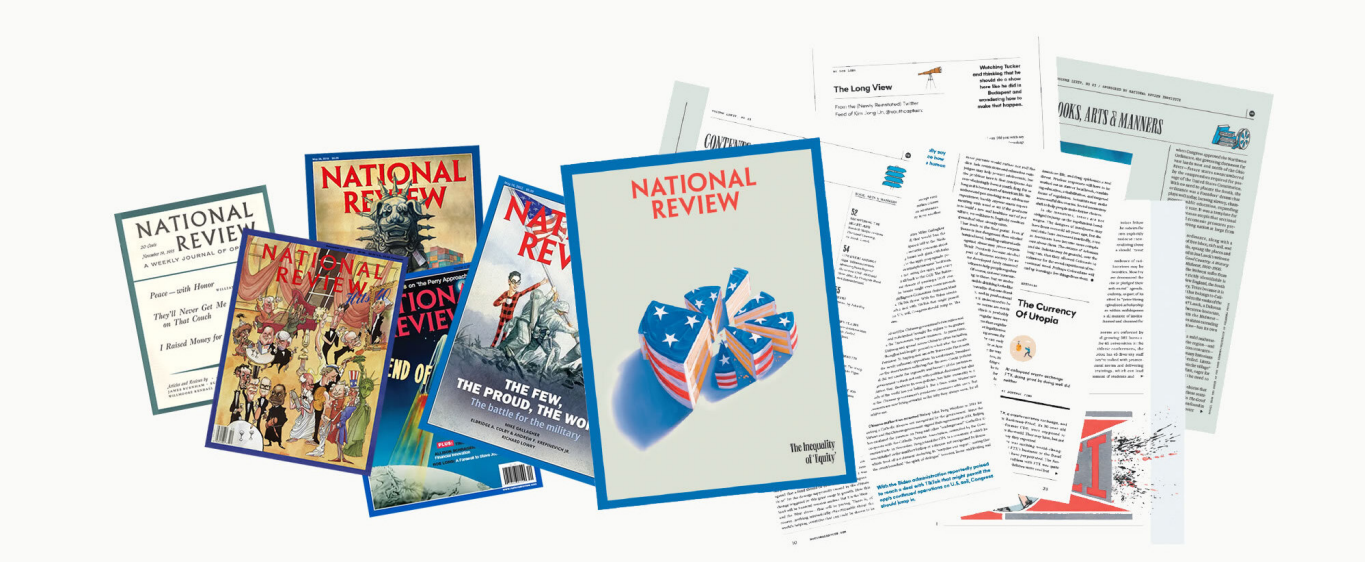
PROFESSIONAL QUALIFICATIONS

- Seven or more years of fundraising experience anchored in major gifts, with a record of personally closing six- and seven-figure commitments.
- Experience leading and developing gift officers, with demonstrated success raising a team's performance, not just coaching around it.
- Fluency in moves management and portfolio strategy, and the judgment to know when a donor relationship is ready to move from relational to transformational.
- Campaign experience, ideally within a capital or comprehensive campaign, and comfort presenting a strategic, technology-forward vision to high-net-worth audiences.
- Willingness to travel roughly one-third of the time and to work from the Arlington, Virginia office.

PERSONAL CHARACTERISTICS

- An owner's mindset toward the full development function: identifies gaps, seeks counsel, and builds solutions rather than waiting for direction.
- High sense of urgency, strong project management discipline, and reliable follow-through.
- Strong understanding of, and personal belief in, the principles of limited government, free markets, individual liberty, traditional values, and American leadership.





The Search Team

Please submit a resume and a brief cover letter describing your relevant experience. All conversations and submissions will be handled with complete discretion.

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Compensation is competitive and commensurate with experience. A full benefits package is included.

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