



Regional Philanthropy Officer, Individual Donors

The American Red Cross is looking for a Regional Philanthropy Officer who will meet fundraising goals and objectives and connect with our individual donors to serve our mission. In this role, you will identify, engage, cultivate, solicit, and steward current and prospective regional donors in expanding their financial support of the work of the American Red Cross. This is a hybrid role where you work from home and office, and also travel in the Gulf Coast Region to meet with donors.

Apply at: www.redcross.org/jobs, search for requisition RC83645.

WHERE YOUR CAREER IS A FORCE GOOD:

- Lead the charge in identifying and cultivating innovative individual donor strategies to secure financial support for our initiatives. Create customized solicitation strategies matching the objectives of the organization and the interests of the donor/prospect.
- Develop tailored, personalized, and compelling engagement strategies to enhance philanthropic impact and community involvement.
- Implement a program/activity to identify, cultivate, solicit, and steward foundation donors at the \$5k minimum level or higher.
- Be at the forefront of Disaster Relief Fundraising to drive immediate impact to help donors support urgent Red Cross needs.
- Monitor fundraising performance metrics and adjust strategies as needed to achieve targets.
- Serve as the primary point of contact for donors, ensuring their needs are met.
- Inspire, mentor, and develop passionate volunteers who support our mission.
- Stay organized and on top of donor engagement with regular and consistent updates to Salesforce and ensure effective prospecting efforts.

What you need to succeed:

- Bachelor's degree in a related field.
- Minimum of 5 years of corporate fundraising, sales, and/or relationship management experience.
- Proven track record of securing corporate donations and managing partnerships.
- A current valid driver's license and good driving record is required.

Compensation: The salary range for this position is \$85,000 - \$87,000. *The role is eligible to participate in an incentive plan based on annual individual and organization performance.*

Benefits for you: We take care of you, while you take care of others. Our comprehensive benefits help you in balancing home and work.

- Medical, Dental Vision plans

- Health Spending Accounts & Flexible Spending Accounts
- PTO (Paid Time Off): Starting at 15 days a year; based on FLSA (Fair Labor Standards Act) status and tenure
- Holidays: 11 paid holidays comprised of six core holidays and five floating holidays.
- 401K with 6% match
- Paid Family Leave
- Disability and Insurance: Short + Long Term

The American Red Cross is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.