



Regional Philanthropy Officer

The American Red Cross is looking for a Corporate Regional Philanthropy Officer who will meet fundraising goals and objectives and connect with our 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 RC81770 or https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Houston-TX/Regional-Philanthropy-Officer--Corporate-Donors_RC81770

Responsibilities:

Fundraising Strategy:

- Collaborate with leadership to create and execute a comprehensive corporate fundraising plan.
- 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.
- Stay organized and on top of donor engagement with regular and consistent updates to Salesforce and ensure effective prospecting efforts.

Corporate Donors:

- Lead the charge in identifying and cultivating innovative corporate donor strategies to secure financial support for our initiatives.
- Develop tailored, personalized, and compelling engagement strategies to enhance philanthropic impact and community involvement.
- Assist corporations in achieving their goals in strengthening their brand, marketing, and employee engagement. Articulate Red Cross programs, listen to corporations' needs and align programs to their interests.

Relationship Management:

- Build and sustain two-way strategic relationships with key stakeholders at corporate partner organizations.
- Serve as the primary point of contact for corporate donors, ensuring their needs are met.
- Inspire, mentor, and develop passionate volunteers who support our mission.

Collaboration and Outreach:

- Work with cross-functional teams to align partnerships with community needs and organizational objectives.
- Represent the organization at events to build relationships and promote our mission.

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.
- Excellent communication, negotiation, and organizational skills.
- A current valid driver's license and good driving record is required.

Compensation: The salary range for this position is \$82,000 - \$88,000. *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.