Philanthropy Advisor II (2 positions)

- Salary Range $73k-123k
- Link to apply (1 of 2 positions) https://eohh.fa.us2.oraclecloud.com:443/hcmUI/CandidateExperience/en/job/428354/share/300001823429969?utm_medium=jobshare&utm_source=Internal%20Job%20Share
- Job Description Responsibilities

  Responsibility A: Raise $3 million annually in gifts and commitments

  - Manage the health, composition and ongoing activity of the portfolio of assigned qualified major gift prospects/donors
  - Create and execute cultivation and solicitation strategies for portfolio prospects
  - Create and execute stewardship strategies for portfolio donors
  - Develop strong engagement strategies for fundraising volunteers in order to secure donor funds

  Responsibility B: Cultivate relationships with assigned priority areas

  - **Grow the major gift pipeline through strategic prospect identification and qualification, transitioning high-potential prospects to Major Gift Officers for continued cultivation and solicitation when appropriate.**
  - Identify and build relationships with clinical and administrative leaders for assigned areas
  - Help identify and communicate fundraising needs for assigned areas internally to the team
  - Help drive fundraising strategies for key service lines

  Responsibility C: Collaboration

  - Participate in strategy sessions with colleagues on key major gift prospects
  - Help drive response for Office of Philanthropy priority events and initiatives
  - Participate in the creation of and help execute communication and fundraising tactics

  Responsibility D: Documentation

  - Record and manage donor/prospect data, activity, management and movement in the fundraising technology system
  - Help maintain the integrity of data in the fundraising technology system

Qualifications

- Bachelor's Degree
- Required 3 years of fundraising, donor relations, sponsorships, philanthropy, events, grant development, or relationship building leading to partnerships resulting in revenue, profit, or donated funds experience
- 3 years' experience preferred direct Individual fundraising with specific track record in major gifts.
- Ability to coordinate multiple projects simultaneously, the ability to work with a wide variety of personalities, and the ability to effectively plan, set goals, execute tactics and drive for results to meet goals.
- Must also be a strong, positive communicator, both verbally and written, with a creative approach to building relationships. Must be a team player and collaborative contributor.