

## Regional Philanthropy Officer – Corporate Partners

**Do you want to make a difference? Join The American Red Cross, the world's largest humanitarian network. For over 100 years The American Red Cross has been a leader in the nonprofit world.** In order to support our many humanitarian efforts, our organization depends heavily on the support of our generous donor population. We participate in many donor-focused fundraising activities including identifying, cultivating, soliciting and stewarding individual donors and philanthropists, as well as corporate and foundation partners across the country.

### *Responsibilities*

- 1. Strategy:** Develops and executes ongoing strategy for qualifying donors to ensure retention, growth of donor contributions as well as recapture from previous donors. Works collaboratively with other departments and partners with development staff at the National Office to create customized solicitation strategies matching the objectives of the organization and interests of the donor/prospect.
- 2. Fundraising Targets and Portfolio Management:** Manages an assigned portfolio of donors and prospects with intent to form deep relationships. Responsible for minimum annual fundraising goal tied to segmented or blended portfolio as specified in performance standards, including both renewable gifts and new incremental revenue. Develop donor management plans for the entire portfolio resulting in strategic, knowledgeable and complex asks. Personally solicits assigned donor portfolio through face to face visits, including preparation of personalized materials.
- 3. Prospect Development:** Implements programs/activities to identify, cultivate, solicit and steward donors at the \$2,500 level or higher, with an emphasis on maximizing revenue for the American Red Cross. Works with community Board members and other leadership volunteers to identify, cultivate, solicit and steward appropriate donors. Identifies potential planned giving prospects among assigned donors and partners with Region's assigned Gift Planning Officer to solicit those prospects.
- 4. Relationship Development:** Develops ongoing relationships with major donors for the benefits of the American Red Cross. Accountable for cultivating relationships for organizational fundraising
  - **Organizations:** Cultivates, solicits and stewards support from corporations and foundations to meet annual fundraising goals within their Regions. This includes assisting corporations in achieving their goals in strengthening their brand, marketing, and employee engagement by being proficient at clearly articulating Red Cross programs, listening to corporations' needs and aligning programs to their interests, preparing grant proposals, and engaging foundation staff and foundation board members to cultivate and solicit support for the American Red Cross.

*The above statements are intended to describe the general nature and level of work being performed. They are not intended to be an exhaustive list of all responsibilities and duties required.*

### *Qualifications*

**Education:** Bachelor's degree or equivalent experience required. Advanced degree highly desirable.

**Experience:** Minimum five years sales and/or fundraising experience required. Proven experience in developing strategies for donor retention growth and recapture and proven success with complex requests is required.

**Apply now!** *Joining our team will provide you with the opportunity to make a difference every day.*

Apply at: [https://americanredcross.wd1.myworkdayjobs.com/en-US/American\\_Red\\_Cross\\_Careers/job/Houston-TX/Regional-Philanthropy-Officer-II\\_RC45178](https://americanredcross.wd1.myworkdayjobs.com/en-US/American_Red_Cross_Careers/job/Houston-TX/Regional-Philanthropy-Officer-II_RC45178) or <https://www.redcross.org>

Salary range: \$75K-84K, including a potential for an annual fundraising team incentive that ranges from 3.75%-11.25% of your salary.

*The American Red Cross is an Equal Opportunity/Affirmative Action 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.*