



Regional Philanthropy Officer - Greater Nashville Area, TN

WHAT YOU NEED TO KNOW:

We are looking for a 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.

WHERE YOUR CAREER IS A FORCE GOOD:

1. Lead the Charge in Individual and Foundation Partnerships

Develop strong relationships with both new and existing high net worth individuals and foundations to meet ambitious fundraising goals. In partnership with the local Executive Director, support and empower a local Board of Directors to engage their peers through programs like the Tiffany Circle Society and work to support engagement with their respective corporations to help support the mission of the Red Cross. You'll also dive into crafting compelling grant proposals to engage foundation boards for long-term support.

1. Craft and Execute Winning Donor Strategies

Lead the charge in developing innovative strategies to qualify, retain, and grow donor contributions across the region. Collaborate with cross-functional teams to create personalized, compelling solicitation plans that align donor interests with the Red Cross's mission. You'll also have the opportunity to guide and inspire your team in implementing impactful fundraising strategies that drive results.

2. Build and Nurture Deep Donor Relationships

Take ownership of an emerging portfolio of donors and prospects in Tennessee with a primary focus in the Greater Nashville area. Develop meaningful, transformational connection with donors that leads to greater affinity of the lifesaving mission of the American Red Cross. With an annual fundraising goal of \$750k+ you'll develop and execute donor engagement plans that result in transformational and strategic asks.

3. Drive High-Impact Donor Engagement Programs

Identify, cultivate, solicit, and steward donors giving at the \$10,000+ level. Collaborate with

leadership volunteers to find and nurture high-potential prospects, and partner with Gift Planning staff to solicit giving opportunities. Stay organized and on top of donor engagement with regular and consistent updates to Salesforce, and ensure effective prospecting efforts.

5. Be at the Forefront of Disaster Relief Fundraising

When emergencies arise, the American Red Cross is ready to support communities in times of disaster. Support disaster relief fundraising efforts that drive immediate impact and attracts donors to our life saving mission. You'll play a crucial role in helping donors support urgent Red Cross needs during times of crisis, turning compassion into action.

6. Inspire, and Collaborate with Colleagues and Fundraising Volunteers

As a leader in fundraising, you'll recruit, mentor, and develop passionate volunteers who support our mission in the fundraising space. Additionally, you'll work closely with a team of colleagues leading the mission of the Red Cross, fostering a culture of collaboration, creativity, and shared success as you collectively drive fundraising efforts to new heights.

WHAT YOU NEED TO SUCCEED:

- Bachelor's degree or equivalent experience required.
- Minimum five years of sales and/or fundraising experience required.
- Proven experience in developing strategies for donor prospecting, retention, upgrade, and recapture. Proven success with making \$100k+ asks and managing complex requests is required.
- A current valid driver's license and a good driving record is required.
- Ability to relate well and work effectively with multiple constituencies and audiences. Excellent interpersonal, verbal, and written communication skills. Knowledge of office systems: MS Office preferred and fundraising database systems (e.g., Raiser's Edge, Salesforce.com).
- Ability to work on a team within a collaborative environment and ensure the highest customer service orientation.
- Travel: Frequent travel within the Region. 70% of travel is in the Middle Tennessee area.

** Combination of candidate's education and general experience satisfies requirements so*

long as the total years equate to description's minimum education and general experience years combined (Management experience cannot be substituted).

Salary Range: \$76K - \$78K+ incentive

How To Apply: To read the full job description and apply for this position, please visit:

https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Nashville-TN/Regional-Philanthropy-Officer---Nashville--TN_RC80087