



Rebuilding Together has retained Nonprofit HR to conduct this search for a Senior Manager, Individual Giving

Do you believe that all of our neighbors deserve to live in a safe and healthy community? Rebuilding Together is a national housing and community revitalization nonprofit with more than 130 affiliates around the country in need of a dynamic Senior Manager of Individual Giving. We are seeking a self-starter with the desire to work with a small team and roll their sleeves up and take our individual giving program to the next level.

As a skilled fundraising professional, the successful candidate must demonstrate tenacity in building and growing relationships with individual donors and creating unique and innovative individual giving fundraising activities through both grass-roots activity and major donor outreach to reach an annual team goal of \$450,000. They should be excited to be part of a team that is growing and changing every day and come with fresh ideas to be a part of the process. This position is charged with developing and implementing strategies for securing financial support from a portfolio of 100+ individual donor prospects through key activities to include annual donor outreach, event fundraising, board fundraising and athlete based fundraising through our Race2Rebuild program.

The candidate must possess the ability to convert relationships into financial gifts that will ensure annual fundraising goals are met or exceeded. Reporting directly to the Vice President, Development, this position will be based in Washington, DC and will supervise the Associate, Individual Giving. S/he will work in partnership with the programs, affiliate services and marketing & communications teams within Rebuilding Together to craft and deliver partnerships and opportunities that meet donor needs.

Essential functions:

- In partnership with the Vice President, Development, create and implement a national individual giving fundraising strategy.
- Manage national annual donor program for all donors between \$1,000- \$5,000 to include identifying, cultivating, soliciting and stewarding qualified prospects and donors with an annual goal of \$250,000.
- Manage annual giving initiatives such as direct mail and online giving appeals in partnership with the marketing & communications team.
- Manage vendors in support of individual giving activities including the donation platforms and Salesforce.
- Provide accurate and timely activity and pipeline reports, revenue forecasts and individual giving expense budget.
- Support the Associate, Individual Giving in implementing Peer-to-Peer fundraising activities to include the Race2Rebuild athlete based fundraising program.
- Create and manage Young Professionals Advisory Council.
- Support Vice President, Development in national board fundraising activities.

Affiliate network support:

- Provide individual giving training, support and technical advice to the affiliate network.
- Support collaborative fundraising initiatives through the affiliate network of more than 130 affiliates.
- Respond to Affiliate questions/requests via telephone or email in a timely manner.
- Create materials and toolkits for affiliates to execute programs and events to increase individual giving.

Event management:

- Work in partnership with the Associate, Individual Giving and Executive Assistant to the President & CEO to secure funding from annual fundraising events that occur around the country.
- Manage event logistics to include venue management, vendor solicitation, budget management, outreach management and day of event management.

Qualifications:

- Minimum of 3 years of nonprofit development experience, particularly with individual giving and annual donors.
- Demonstrated experience for growing individual giving support, including developing strategies to do so.
- Strong knowledge and experience utilizing data to identify donor opportunities and generate gifts.
- Bachelor's Degree in marketing, business management or other related field.

Knowledge, Skills and Abilities:

- Proficiency with fundraising and other presentation and program management software is essential, including Salesforce and the Microsoft Office Suite (Word, Excel, and PowerPoint).
- Demonstrated analytical skills to design, manage, and track complex fundraising campaigns and programs.
- Strong verbal and written communication skills
- Requires ability to work some evenings, weekends, and travel domestically.

The above statements are intended to describe the general nature and level of work being performed by the individual assigned to this position. They are not intended to be an exhaustive list of all duties, responsibilities, and skills required. Management reserves the right to modify, add, or remove duties and to assign other duties as necessary. In addition, reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of this position.

Interested applicants should email a cover letter and resume to Nena Gray, Talent Acquisition Consultant, Nonprofit HR at ngray@nonprofithr.com.