

Joining the American Red Cross is like nothing else – it's as much something you feel as something you do. You become a vital part of the world's largest humanitarian network. Joining a team of welcoming individuals who are exceptional yet unassuming. Diverse, yet uncompromising in unity. You grow your career within a movement that matters, where success is measured in people helped, communities made whole, and individuals equipped to never stop changing lives and situations for the better.

When you choose to be a force for good, you'll have mentors who empower your growth along a purposeful career path. You align your life's work with an ongoing mission that's bigger than all of us. As you care for others, you're cared for with competitive compensation and benefits. You join a community that respects who you are away from work as much as what you do while at work.

The American Red Cross is currently seeking a Senior Philanthropy Director to support the Transformational Giving team. An ideal candidate would reside in either the South Florida market (Miami, Ft Lauderdale, West Palm Beach or Ft. Myers) OR our Central South Texas market (Dallas, Houston or Austin).

Where Your Career is a Force for Good!

WHAT YOU NEED TO KNOW:

The Senior Philanthropy Director helps lead a multi-year transformational fundraising effort that identifies, engages, cultivates, solicits, and stewards new prospects and existing donors. Cultivates high-potential relationships and develops personalized asks and proposals to these prospective supporters. The ideal candidate will possess extraordinary communication skills and be an open, achievement-oriented professional. Responsible for growing an assigned portfolio of top-tier prospects and donors, including a blended portfolio of individual donors, corporations, and high-value volunteers. Assists donors in creating expansive programmatic offerings and institutional philanthropy through giving to the American Red Cross. This position reports to the Vice President of Transformational Giving.

WHERE YOUR CAREER IS A FORCE FOR GOOD (Key Responsibilities):

- Implement an overall fundraising strategy, managing an assigned donor portfolio to maximize revenue growth and engage donors in the mission of the organization. Portfolios typically include complex donor solicitation of corporations, individuals and foundations with seven-figure+ donor capacity and propensity.

- In addition to this position's assigned portfolio, partner with field fundraisers to maximize revenue growth among individuals, foundations and corporate donors with seven-figure capacity under a shared credit model.
- Develop strategies to identify and leverage relationships with families, foundation decision-makers, and C-suite contacts. Secure meetings, make presentations, prepare proposals, and directly solicit to cultivate and grow relationships.
- Work collaboratively with other departments and partner with development staff at the national and/or regional offices to prepare presentations and proposals matching the objectives and interests of the donor/prospect.
- Compile and analyze data/information about accounts in portfolios for the development of solicitation strategy.

WHAT YOU NEED TO SUCCEED:

Education: Bachelor's degree in business, marketing, or related discipline required.

Experience: Minimum 10 years of fundraising and/or sales experience or equivalent combination of education and related experience required. Must have extensive knowledge of fundraising and/or sales principles and techniques in large organizations. Must have a successful track record in the solicitation of large amounts of funds.

Skills & Abilities: Excellent organizational, collaborative, analytical, presentation and communication (Interpersonal, oral and written) skills. Good project management skills and ability to meet deadlines. Proficiency in Microsoft Word and Excel. Knowledge of fundraising database systems (e.g. Raiser's Edge, Salesforce.com). Ability to work on a team. A current valid driver's license and good driving record is required.

Travel: 25% - 50% business travel may be required.

WHAT WILL GIVE YOU A COMPETITIVE EDGE:

- Expertise in the South Florida or Central Texas funding communities with major gifts.
- Excellent interpersonal skills, commitment to the cause, and adaptability.

- Knowledge of current trends in philanthropy.
- Tenacity and persistence in pursuing stronger engagement and support from major donor prospects.
- Self-starter with excellent skills in new donor cultivation and strategies for growing partnerships.

SALARY INFORMATION:

The salary range for this position is \$145,000 - \$155,000 plus incentives

Note that American Red Cross salaries are aligned to the specific geographic location in which the work is primarily performed. Other factors that may be used to determine your actual salary may include your specific skills, how many years of experience you have, and a comparison to other employees already in this role.

BENEFITS FOR YOU:

We take care of you, while you take care of others. As a mission-based organization, we believe our team needs great support to do great work. Our comprehensive benefits help you in balancing home and work. With our resources and perks, you have amazing possibilities at the American Red Cross to advance and learn.

- Medical, Dental and Vision Plans
- Health Spending Accounts & Flexible Spending Accounts
- PTO + Holidays
- 401K with 6% Match
- Paid Family Leave
- Employee Assistance
- Disability and Insurance: Short + Long Term
- Service Awards and Recognition

LINK TO APPLY:

https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Miami-FL/Senior-Philanthropy-Director--Transfromational-Giving_RC85968