

Manager of Annual Giving

Company: Cottage Health

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At Cottage Health in Santa Barbara, California, our facilities are state of the art and our physicians, nurses, technicians and staff are extraordinary.

The Manager of Annual Giving is a data driven and passionate storyteller responsible for increasing the number of new donors to Cottage Health by executing a series of strategies involving direct mail and digital fundraising, and bringing excitement and direction to the annual gala event and to the annual giving recognition society.

The Manager will: (a) actively engage in direct identification, qualification and solicitation of annual gifts and pledges for Santa Barbara Cottage Hospital Foundation (b) work closely with prospect management and research staff to identify and qualify new donors to Cottage, including but not limited to former patients (c) support Advancement staff including the affiliated foundations, board members and volunteers with annual giving activities, and d) recruit, train and motivate volunteers in activities designed to identify and cultivate annual gift prospects and increase philanthropic support for the organization. The Manager of Annual Giving will play an integral role in the implementation and success of Cottage's comprehensive campaign from an annual giving perspective. S/he will also have the capacity to successfully secure face-to-face visits with high-end annual giving donors in an effort to cultivate, solicit, steward and move through the philanthropic continuum in a meaningful way.

The Manager of Annual Giving uses best-practices annual giving tools/data/strategies to identify and engage previous and new potential donors, including grateful patients, to grow the donor base of the organization and also serves as a resource and supports annual fund activities of the affiliated foundations where efficiencies can be achieved. S/he is responsible for planning and managing the annual Tiara Ball gala event, including setting goals, soliciting major sponsors, managing the volunteer committee and all aspects of the event production. This position reports to the Director of Development; and will work in a highly collaborative organizational environment including fundraising, administrative, marketing, clinical and executive staff and volunteers; and with external vendors including direct marketing, data, design, print, mail and events management.

Bachelor's degree or equivalent experience, using the standard of 2 years of experience equals 1 year of education.

Strong computer, analytic, organizational and project management skills. Highly proficient in Rasiers Edge (preferred) or other donor database. Knowledge of direct mail techniques. Experience/success in using social media and online fundraising.

5+ years of progressive fundraising experience or equivalent experience. Successful experience in managing annual fund and prospect pipeline programs preferred. Health care fundraising experience helpful but not required.

About Cottage Health

For over 125 years, our [not-for-profit](#) health system has been providing advanced medical care for patients throughout California. Today, our nationally recognized services provide families with the patient-centered care they deserve. At Cottage Health, we rely on the contributions, creativity and skills of our remarkable staff. That's why we offer competitive compensation and benefits that include above-market salaries, premium medical coverage, new-hire bonuses, pension plans, tax savings accounts, rental and mortgage assistance and relocation packages.

About Our Location

Nestled between the ocean and the mountains, Santa Barbara, California offers breathtaking vistas, beautiful flowers, an abundance of Spanish Colonial architecture and a mild climate. Once you come home to Santa Barbara, it's hard to imagine living anywhere else.

Make the move that will change your career.

Please apply online at jobs.cottagehealth.org and search via Requisition #19400. EOE