



The Salvation Army

San Diego Regional Office

Position Title: Donor Relations Director (Major gifts)

Salary starting at \$80,000 with a car provided by The Salvation Army.

This is a position with full benefits.

- Duties: Manage a major gift caseload of 150 donors with an emphasis of raising \$5,000 or more. Engage in one-to-one solicitations, gift acknowledgement and stewardship communication, travel when necessary, establishes and maintains excellent donor relations, provide written proposals to major gift prospects as needed, and includes Army and/or volunteer leadership as appropriate.
- Experience: Bachelor's degree or comparable experience, plus a minimum of five years of experience in a non-profit fundraising role with a proven track record of major gifts success. Will give consideration if candidate is fluent Spanish speaker with three years of experience in a fundraising capacity.
- Effective interpersonal, conversational and presentation skills, demonstrating emotional intelligence, situational awareness, excellent writing abilities and strong case development and pitching skills.
- Proven expertise in developing and maintaining positive relationships with diverse individuals, including executives, leadership volunteers and wealthy donors, as well as internal stakeholders and leadership.
- The selected individual should enjoy problem solving, think strategically and creatively, and take initiative with good follow through.
- A high level of comfort with direct donor interaction is a must, including discussions of personal and family finances and asking for major financial commitments.
- Team player, able to check ego at the door, with an ability to collaborate effectively with officers, staff and volunteers for successful achievement of position and department goals.
- Willingness and ability to travel regularly. Valid Driver's License required.
- Able to work independently in a fast-paced environment without extensive admin support. Must be highly organized and able to effectively manage multiple projects and competing priorities with professionalism and grace. Must keep good documentation through contact reports and activity tracking in data management system.

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Apply at: <http://recruiting2.ultipro.com/SAL1002>

Position number 13004003984

Contact: Marie Romeo, San Diego Regional Office at 619-446-0261 for information and interview.