



## Regional Philanthropy Partner

A successful Regional Philanthropy Officer will cultivate individual, corporate and foundation donors in the Baton Rouge, Lafayette and Lake Charles territory of Louisiana. You will meet fundraising goals and objectives and connect with our donors to serve our mission. You will also identify, engage, cultivate, solicit, and steward current and prospective regional donors in expanding their financial support of the work of the American Red Cross. You will be expected to travel to meet with donors in person.

### WHERE YOUR CAREER IS A FORCE GOOD:

- Work with the local fundraising team to develop and execute ongoing regional strategy for qualifying donors to ensure retention, growth of donor contributions, as well as recapture from previous donors. Work collaboratively with other departments and fundraising staff to create customized solicitation strategies matching the objectives of the organization and the interests of the donor/prospect.
- Solicit assigned donor portfolios through face-to-face visits and virtual meetings including preparation of personalized materials.
- Meet personal annual revenue targets by working with an assigned portfolio of donors and prospects.
- Implement a program/activity to identify, cultivate, solicit, and steward donors at the \$5,000 level or higher, with an emphasis on maximizing revenue for the American Red Cross.
- Maintain donor records within our database management tool. (Salesforce)
- Participate in disaster relief fundraising projects as appropriate.

### 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 retention, growth, and recapture, and proven success with 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).
- Travel: Frequent travel within the Region is required.

### 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 the learn.

- Medical, Dental Vision plans
- Health Spending Accounts & Flexible Spending Accounts
- PTO + Holidays
- 401K with 5% match
- Paid Family Leave
- Employee Assistance
- Disability and Insurance: Short + Long Term
- Service Awards and recognition

Apply at: [www.redcross.org/jobs](http://www.redcross.org/jobs) or [https://americanredcross.wd1.myworkdayjobs.com/en-US/American\\_Red\\_Cross\\_Careers/details/Regional-Philanthropy-Partner\\_RC67389?q=baton%20rouge](https://americanredcross.wd1.myworkdayjobs.com/en-US/American_Red_Cross_Careers/details/Regional-Philanthropy-Partner_RC67389?q=baton%20rouge)

*The salary range for this position is: \$70,000-74,000*

*Note that the American Red Cross sets salary ranges aligned to a specific geographic location in which the work is performed. The stated salary range in this posting is an average. The specific salary information will be shared at the time of phone screening based upon your location and qualifications. You will be eligible to participate in an incentive plan based on annual individual and organization performance that ranges from 3.75% - 11.25% of your salary.*

***Apply now! Joining our team will provide you with the opportunity to make a difference every day.***