

***Our Mission: To improve lives by uniting the caring power of our community.***

**Career Opportunity**

**Director, Leadership Giving and LINC**

Posting Date: June 19, 2019

Deadline: July 3, 2019

To apply, please send a cover letter and resume to: [careers@unitedwaydm.org](mailto:careers@unitedwaydm.org).

For more organizational information, please visit [www.unitedwaydm.org](http://www.unitedwaydm.org).

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| **Position Summary:**  United Way of Central Iowa is seeking a Director of Leadership Giving and LINC (Lead Impact Network Change) to support and advance United Way’s mission of improving lives by identifying, developing and maintaining high quality relationships with individuals and organizations to attract and sustain resources for UWCI’s community impact agenda. The Director focuses on both Leadership Giving donors who contribute $500 + annually and the LINC program, which cultivates and engages young professionals with specialized volunteer opportunities and social events. The Director is responsible for building the stewardship of our donors by exposing them to the work United Way is doing in central Iowa while creating pathways for them to deepen their engagement.  The ideal candidate will be creative, team-oriented, self-motivated, and have a strong commitment to the organization’s mission; proven relationship building skills and demonstrated success in fundraising, sales or marketing. The availability to coordinate volunteer and social events with some early evening activities will be required.  **Why Choose UWCI?**  United Way of Central Iowa is an established and highly respected nonprofit in the Central Iowa area and the United Way Worldwide network. Employees at UWCI have a passion for the organization’s mission and community impact work and strive to create a positive and welcoming work environment. Our Core Values of **Compassion, Integrity, Community Engagement, Responsiveness and Striving for Excellence** is the foundation for how we do our work and to reach our aspiration to “Engage Community to Empower All.” In addition to a competitive salary and robust benefits package including health insurance, a dental plan, 401(k) with match and paid life insurance, we offer the following:   * On-site cafeteria * Free, newly remodeled on-site fitness center * Commitment to employee professional development * Diversity and inclusion initiatives * Fun monthly opportunities for employees to build camaraderie * Wellness initiatives * Convenient central Des Moines location with free parking * Paid volunteer time off * Participating in cross-functional teams and organization-wide initiatives and projects * Tuition Assistance * Generous paid vacation plan, holidays, a personal holiday and sick time |
| **Essential Accountabilities Include (but not limited to):**   * Support UWCI’s community impact agenda by developing and implementing creative, customized growth strategies to attract and sustain resources for Leadership Giving and LINC with effort to consistently keep and exceed pace with general campaign growth. * Conduct market segment research to develop a quantifiable understanding of interests and demographics of prospective and current donors. Then, create donor pathways for increased donations and deeper engagement. * As assigned, manages company relationship, including year-round engagement with key leaders and company influencers, assisting contacts in planning and executing employee campaign and managing accounts through tracking, updating, analyzing and evaluating data. * Identify prospective leadership donors and LINC members both inside and outside traditional campaign settings and market segments by working closely with UWCI Campaign staff and company executives. * Track investments and manage acknowledgement and recognition for Leadership Giving and LINC. * Customize a year-round action plan for building relationships with current and prospective leadership donors and LINC members to ensure that United Way is positioned as the ideal partner for making a measurable difference in the community; including defining and executing a defined schedule of events that supports donor and prospects’ interests. * Collaborate with UWCI marketing staff to develop and implement a comprehensive communication plan that strengthens prospective and current donor’s knowledge of and connection with UWCI. * Strengthen the value of the UWCI brand experience by identifying and developing leadership and LINC volunteer opportunities in collaboration with Volunteer Engagement staff. * Collaborate with the Community Impact and partners to understand and effectively articulate how LINC dollars support UWCI’s Essential Needs Committee. Through the partnership, LINC members will serve on the Essential Needs Committee and LINC will support moving essential needs work forward. * Identify and assist in securing lead volunteers and executive champions. Support all lead volunteer needs to ensure a positive experience with UWCI. * Aligns work behavior and work based on the UWCI Code of Ethics and Organizational Values. |
| **Competencies:**   * **Relationship Building** – Ability to establish and maintain a good rapport and cooperative relationship with customers and coworkers. Demonstrated success in executive relationship management. * **Customer Oriented** – Desire to serve clients by focusing on meeting their needs, understanding their concerns and seeking to build trust. * **Project Management** – Ability to plan, organize, staff, direct and control work tasks to meet a specific goal. * **Presentation Skills** – Ability to effectively present information in front of a group. * **Communication, Oral** – Ability to send verbal messages, and listens to others responses in order to convey information. * **Communication – Written** – Ability to write concise, clear letters, reports, articles, or emails including proofing and editing. * **Creative** – Ability to think in new ways that produce something new or lead to novel ideas. * **Problem solving** – Ability recognize courses of action that can be taken to handle problems, and apply contingency plans to solve those problems. * **Self-motivated** – Ability to reach a goal or perform a task with little supervision or direction. * **Analytical Skills** – Ability to develop information and raw material into meaningful conclusions. |
| **Education:**   * Bachelor’s Degree in marketing, public relations or related field. |
| **Experience:**   * Three to five years of progressive experience in sales, marketing, public relations or fundraising. * Computer literate with competencies in Word, Excel, and database management.   **Other Requirements:**   * Driver’s license and ability to drive own vehicle for regular local travel between buildings in the Central Iowa area. Overnight and air travel occurs potentially twice year with stays of two to three days. |
| United Way is an equal opportunity employer and employment practices are implemented without regard to race, color, national origin, gender, religious beliefs, age, disability, sexual orientation, citizenship status, military status or any other basis protected by federal, state or local fair employment practices. |