Regional Philanthropy Partner

Work for an organization where your career is a force for good! As one of the nation’s premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. If you share our passion for helping people, join us in this excellent career opportunity.

The Role:
- Identify, cultivate, solicit, and steward current and prospective individual donors in the Denver metro area and northern Colorado.
- Meet annual revenue target (~$750K) by working with an assigned portfolio of donors and prospects.
- Assist donors in creating meaning in their lives through giving to the American Red Cross.
- This position is a blend of work from home, in person meet with donors and work in Denver office approximately 1-2 days/week.

What you’ll need:
- Bachelor’s degree required. Advanced degree highly desirable.
- Experience: Minimum 5 years of sales and/or fundraising experience or equivalent combination of education and related 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 good driving record is required.
- Skills & Abilities: 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).
- Significant expertise with Denver’s funding community highly desirable.

The Team:
Work with a team of ten development staff to support the work within the Colorado and Wyoming region.

The salary range for this position is:
$75,300 - 77,000

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.
What’s in it 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
- Paid Family Leave: 12 weeks paid at 80%
- PTO + Holidays
- 401K with 4% match
- Employee Assistance
- Disability and Insurance: Short + Long Term
- Service Awards and recognition

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be an exhaustive list of all responsibilities and duties required.

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