

Major Giving Manager

Denver, CO

Description

About Us:

The Delores Project provides safe, low-barrier shelter, housing, and personalized services for individuals experiencing homelessness and housing insecurity. We operate a 24-7 housing-focused shelter for unaccompanied adult women and transgender individuals experiencing homelessness and a 35-unit supportive housing community for people with a disability transitioning out of chronic homelessness. We approach our work from client-centered, strengths-based, harm-reduction, and trauma-informed models of service and care and treat all of our community members with respect and dignity.

About The Role:

The Major Giving Manager (MGM) is a member of The Development Team and is responsible for implementation of the annual Development Plan as created by the Development Director and CEO. This position will design, develop, and implement our major giving program. The MGM is responsible for managing and cultivating relationships with existing major gift prospects, as well as identifying new prospects, and managing all aspects of the donor cycle for all major donors. An ability to empathize with donors and clearly communicate our organization's mission is key. This position does not have any direct supervisory responsibility.

Primary Responsibilities:

- Conducting prospect research and meeting with potential new major donors.
- Maintaining and building relationships with our current donors.
- Preparing private and public acknowledgements to thank donors.
- Developing individual fundraising strategies that work for each donor.
- Manage systems and software to track and cultivate donors and prospects, including our donor database and wealth screening tools.
- Steward a portfolio of donors, including, but not limited to all major donors.
- Work with the development department to align efforts and set goals.
- Create and implement moves management plans.
- Make direct, face-to-face solicitations, and assist the board and other staff with their solicitation (e.g. provide portfolio development support, strategic counsel, and help with donor communications).
- Tracking and reporting progress using specific metrics.
- Assist with any direct mail campaigns with support from the Director of Development.
- Works with Director of Development with planning, implementation, and production of all fundraising events including vendor relationships, budgets, and event logistics.
- Supports CO Gives Day campaign and other fundraising revenue.
- Assist with branding, messaging, external communications, and public relations tools (website, e-communications, social media, print materials, reports).
- Represent The Delores Project at public speaking engagements and external events.
- Other responsibilities as assigned by the Development Director.

Requirements

Skills And Qualification:

- Work or lived experience with communities of color, indigenous peoples, LGBTQ and people experiencing homelessness.
- Bachelor's degree in communications, marketing, business administration, or other related field, or other equivalent experience.
- Proven track record of cultivating, soliciting, and stewarding individual major donors.
- A proven strategic thinker with experience in creating and monitoring fundraising plans and the tactics to support the strategy.
- Skilled at crafting powerful messages via impeccable written or spoken communications.
- High-level organizational skills with ability to meet timelines.
- Experience with capital campaigns a plus.
- Willingness to work some evenings and weekends.
- Demonstrated teamwork and collaboration skills.
- Ability to work professionally and respectfully with people from diverse backgrounds and skills in a team environment.
- Enjoys working in a lively, hands-on environment.

Benefits:

Medical/Dental/Vision/ Life Insurance, Simple IRA with employer 3% match, 11 paid holidays, 5 weeks PTO and ability to telecommute.

All applications must be submitted by Wednesday January 31st, 2024.

We are an equal opportunity employer and welcome applicants from all background and experiences. We strive to create a diverse and inclusive workplace where everyone feels valued and respected. If you are passionate about helping individuals and families obtain stable housing and meet the qualifications listed above, we encourage you to apply for this exciting opportunity.

Salary Description

65,000-75,000

To Apply:

[Click here](#) to apply online.