

SEARCH Homeless Services

Individual Giving Officer

Our individual donors are crucial partners in building on our impact and capacity. This role helps the agency meet our increasing fundraising goals by managing a portfolio of 100 - 200 current donors that typically give \$1,000 to \$10,000 annually, as well as working to expand our pipeline of future donors.

This role seeks to deepen donor trust, expand donor interest in our work, and strengthen the affinity donors feel for our purpose, clients, and mission so donors will continue to give, and ideally to continue to increase their level of giving over time. This requires nuanced communication, warm relationship building, and comfort directly asking for gifts daily.

Creates and implements a wholistic cultivation, solicitation, and stewardship strategy for each donor annually. Putting strategies into action includes generating multiple touchpoints for donors individually and collectively via face-to-face visits, email, phone, digital, and direct mail campaigns. Successful plans are informed by data analysis, prospect research, and planning and are continuously evolved as we better understand individual each donor's interest and motivation.

Collaborates highly with special events and third-party events with overlapping donor interest.

Highly organized, advanced spreadsheet skills, and the ability to be positive and persistent towards securing gifts without alienating supporters. Willingness to lead the team in piloting technology innovation / being an early adopter of tools that help us reach donors more effectively a key to success. Works frequently in donor tracking database.

Prior experience soliciting monetary gifts strongly preferred. Strong interpersonal skills important for success. Occasional evening and weekend work required.

Interested candidates should submit their resume and cover letter with salary requirements to HR@SEARCHhomeless.org.