

Joining The American Red Cross is like nothing else – it's as much something you feel as something you do. You become a vital part of the world's largest humanitarian network. Joining a team of welcoming individuals who are exceptional, yet unassuming. Diverse, yet uncompromising in unity. You grow your career within a movement that matters, where success is measured in people helped, communities made whole, and individuals equipped to never stop changing lives and situations for the better.

When you choose to be a force for good, you'll have mentors who empower your growth along a purposeful career path. You align your life's work with an ongoing mission that's bigger than all of us. As you care for others, you're cared for with competitive compensation and benefits. You join a community that respects who you are away from work as much as what you do while at work.

Where Your Career is a Force for Good!

The American Red Cross is currently seeking a Region Philanthropy Officer – Corporate Portfolio to support the Austin area of the Region.

WHAT YOU NEED TO KNOW:

We are looking for a Regional Philanthropy Officer who will meet fundraising goals and objectives and connect with our Corporate donors to serve our mission. In this role, you will identify, engage, cultivate, solicit, and steward current and prospective regional donors in expanding their financial support of the work of the American Red Cross.

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)
- Assist donors in creating meaning in their lives by giving to the American Red Cross.
- This position is a blend of work-from-home, in-person meetings with donors, and an occasional team meeting in the local office.
- Participate in disaster relief fundraising projects as appropriate.

WHAT YOU NEED TO SUCCEED:

- Bachelor's degree or equivalent experience required with a minimum of five years of sales and/or fundraising experience required. Combination of candidate's education and general experience satisfies requirements so long as the total years equate to description's minimum education and general experience years combined.
- 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). Ability to work on a team within a collaborative environment and ensure the highest customer service orientation.
- Travel: Frequent travel within the Region is required.

WHAT WILL GIVE YOU THE COMPETITIVE EDGE:

Great interpersonal skills, commitment to the cause and adaptability. Fundraising and sales expertise with Austin funding community highly desirable.

The salary range for this position is \$75,000-\$80,000 with a yearly incentive bonus potential.

Note that American Red Cross salaries are aligned to the specific geographic location in which the work is primarily performed. Other factors that may be used to determine your actual salary may include your specific skills, how many years of experience you have and comparison to other employees already in this role.

HOW TO APPLY FOR THIS ROLE:

Please apply online at this link:

https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Austin-TX/Corporate-Regional-Philanthropy-Officer_RC80581

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: Starting at 15 days a year; based on FLSA status and tenure
- Holidays: 11 paid holidays comprised of six core holidays and five floating holidays
- 401K with 5% match
- Paid Family Leave
- Employee Assistance
- Disability and Insurance: Short + Long Term
- Service Awards and recognition