

JOB POSTING

REGIONAL DIRECTOR, PHILANTHROPY

ABOUT MERCY HOUSING: Mercy Housing is working to create a more humane world where poverty is alleviated, communities are healthy, and all people can develop their full potential. A national non-profit organization headquartered in Denver, Colorado, Mercy Housing serves more than 137,000 people on any given day by developing, financing, or operating affordable, program-enriched housing for families, seniors and people with special needs who lack the economic resources to access quality, safe housing.

GENERAL DESCRIPTION: Secure major and planned gifts in support of the national Resource Development strategy. Identify, cultivate, solicit and steward an assigned portfolio of high-value individuals. Collaborate with national Marketing and Communications staff to ensure consistent brand messaging across all donor/donor prospect touch points.

QUALIFICATIONS:

Education: Bachelor's degree required in business, communications, public relations, marketing, or related field. CFRE certification preferred.

Experience: Minimum of five years experience in individual fund development, including major gift cultivation and solicitation in a human services or social services setting.

Abilities:

- Demonstrated skill in securing individual major and planned gifts.
- Demonstrated skill in managing relationships and stewarding major gift and planned giving donors.
- Proven track record identifying, cultivating and soliciting prospects.
- Demonstrated organizational skills and close attention to detail.
- Demonstrated ability to communicate clearly (both written and verbally) and relate to a variety of individuals and groups.
- Demonstrated creativity, problem-solving skills, strong initiative and the ability to work independently.
- Create powerful and influencing presentations to a variety of audiences.
- Understand the fund development process and ability to work with other staff members to further Mercy Housing's overall resource development goals.
- Work in a team environment with a participative style of decision-making.
- Identify and acclimate new tools (i.e. social networking tools) to increase Mercy's awareness with current donors and perspective donors.
- Working knowledge of MS Word, Excel, Outlook, Raiser's Edge, prospect research tools, and the Internet.
- Knowledge of philanthropic community in Colorado, Arizona, or Nebraska.
- Understand and make a commitment to the mission and values of Mercy Housing.

ESSENTIAL JOB FUNCTIONS/RESPONSIBILITIES:

1. Develop and implement strategies designed to build relationships and maximize financial support for Mercy Housing.
2. Develop and execute fundraising and engagement plans for individual major gift and planned giving donors and prospects.
3. Strategically manage the full relationship continuum from identification and research through cultivation, solicitation and stewardship.
4. Manage a portfolio of 100+ high-value and/or high-potential, strategic individual donors and prospects.
5. Conduct regular, personal and meaningful interactions with priority donors and prospects through written communications, events, face-to-face meetings and conversations.
6. Work with staff, Advisory Councils (AZ, CO and NE) and volunteers to recommend and implement appropriate cultivation and solicitation strategies for new major gift and planned giving prospects as well as increasing financial support from current donors.
7. Ensure appropriate acknowledgement, recognition and stewardship of major gift and planned giving donors.
8. Work in concert with regional and GBC fundraising staff to coordinate prospect identification, assignments, strategies and activities.
9. Collaborate with annual giving manager to ensure a seamless transition for identified donors and prospects into major gifts development.
10. Utilize all appropriate research tools to identify prospect interests and giving potential.
11. Manage financial data and constituent information using Raiser's Edge database. Record all donor plans and actions; track portfolio to measure and report progress against goals.
12. In collaboration with National Director of Resource Development, develop annual fundraising budgets and revenue projections; meet or exceed personal fundraising goals in support of budget.

TO APPLY:

Please visit our Career Center at www.mercyhousing.org/careers to learn more about this position and how to apply.