

Individual Giving Manager

Responsibilities include but are not limited to:

- Develop and implement an effective appeal-based annual giving program to drive financial support for the organization, generating \$700k+ annually.
- Design and execute targeted campaigns to solicit donations from various donor segments.
- Establish and manage a regular direct mail program for donor acquisition and retention.
- Create compelling and personalized direct mail campaigns to engage donors and showcase the impact of their contributions.
- Oversee and manage existing tribute program.
- Collaborate with donors to develop and enhance tribute programs, including the creation of new initiatives.
- Utilize events as opportunities to steward and cultivate relationships with current and potential donors.

The candidate will have:

- A bachelor's degree in a relevant field and 3-5 years of experience.
- Demonstrated expertise in running and growing an appeal-based annual giving program.
- Strong project management and organizational skills.
- Experience in developing and managing direct mail programs.
- Strong communication and presentation skills.
- Ability to work collaboratively with internal teams and external stakeholders.
- Strong analytical database experience (Blackbaud NXT).
- Proven experience in organizing and executing successful events.