



DONOR RELATIONS DIRECTOR

The Global Fund for Children (GFC) transforms the lives of vulnerable children on the edges of society and helps them achieve their potential. We do this by investing in innovative grassroots organizations that serve the world's most vulnerable children—street children, trafficked children, refugees—in more than 50 countries worldwide. Our grassroots partners are working every day on global issues—from child trafficking, to child labor, to girls' education. GFC supports these organizations with financial resources, management training, capacity building and technical assistance to help them become sustainable and reach more children in need. Since 1997, GFC has reached nearly 10 million children worldwide.

Position Description:

Reporting to the Executive Vice President, the Donor Relations Director will grow a base of major gift donors to secure funding support for the work of GFC. The Donor Relations Director serves as integral member of the development team and contributes ideas, strategy, insights, contacts and operational expertise to advance the overall fundraising goals of the team and GFC.

The position requires national travel, with a commitment of up to a 25%-50%,

Responsibilities:

- Manage and grow a portfolio of major gift donors and prospects – majority high net worth individuals, with foundation and corporate donors as appropriate – by making strategic contacts and face-to-face visits to identify, qualify, cultivate, solicit, and steward donors to successfully close gifts ranging from \$10k to \$1m+. Develop and cultivate strategies for qualifying and identifying prospects and elevating them to solicitation status via research, community networking and small cultivation events. The Donor Relations Director will be responsible for generating significant pool of new prospects for their portfolio. Develop and coordinate strategies to meet or exceed fundraising goals and other measures of success.
- Develop, execute, evaluate, and refine strategy for assigned territories of the USA. Expected to be an "expert" on all things GFC, the Donor Relations Director will work with volunteers, donors, and leaders to take full advantage of related events and networks.
- Develop and maintain a thorough and accurate understanding of GFC programs and funding priorities in order to effectively connect donors and prospects to the work. Effectively communicate those priorities in writing and in speech to different kinds of people and successfully match donor's philanthropic interests to funding needs. Provide high quality written materials, including briefings, solicitations, and acknowledgements to donors and prospects in a timely manner. Curate experiences and opportunities to engage with, thank, and celebrate major gift donors.
- Utilize and update the donor database by recording activities, contacts, and strategies on an on-going basis consistent with department requirements.

Desired Qualifications, Experience and Skills:



- Bachelor's degree from an accredited four-year college.
- Minimum five to seven years of frontline, major gift fundraising experience – with high net worth individuals a must; with foundation and corporate donors a plus.
- Proven success working with board members, volunteer leaders, and current donors to build a major gift donor base.
- Experience managing and implementing fundraising events.
- Dynamic, high-energy, tenacious approach to promoting GFC. Requires engaging and passionate personality that can cultivate and maintain strong relationships and work successfully with staff, board members and major donors.
- Exceptional interpersonal and verbal communication skills; ability to captivate donors one-on-one or in a crowd.
- Excellent written communication skills; able to quickly and consistently produce compelling donor communications and collateral as needed.
- Passion for GFC's mission to improve the lives of children and make the world a better place; experience with children's or international humanitarian development issues a plus.
- Excellent writing and project management skills; strong organizational skills and attention to detail.
- Experience fundraising in New York City, or Dallas, Texas preferred; existing network of contacts in communities of wealth a plus.
- Strong knowledge of Microsoft Office programs, familiarity with Raiser's Edge donor database, comfort using Skype and different forms of social media.
- Strategic thinker with demonstrated ability to think creatively, entrepreneurially and proactively.

The Global Fund for Children is an equal opportunity employer.

*The Global Fund for Children offers a competitive salary and excellent benefits package. Please visit our website at www.globalfundforchildren.org to learn more. To apply, please submit your cover letter, resume and salary requirements to careers@globalfundforchildren.org with "Donor Relations Director" in your subject line. The position is available for immediate hire, with applications considered on a rolling basis. Candidates are encouraged to submit applications as early as possible. **No phone calls please.***