

When I Grow Up Starts Today!



uwstark.org

United Way of Greater Stark County is mobilizing the power of our community to break the cycle of poverty!

Our workplace is fast-paced, friendly and adaptive. Our staff have a “can do” attitude, are team players, open to change and are humbly confident with a deep respect for human potential!

Is this you? People with diverse backgrounds and abilities are encouraged to apply. Join us in giving everyone in our community the opportunity to live their best life.

We are seeking a dynamic **Donor Relationship Manager** who will play an essential role in the organization’s fundraising efforts by strategically building relationships with individual and workplace donors, uncovering and connecting to the donor’s passions and interests while expanding the donor’s engagement and philanthropy.

You are a good fit for this position if:

- You have a passion for mission-based work in our community.
- You can effectively establish relationships through cultivation and engagement of workplace CEOs and leadership, donors and volunteers with the goal of developing and implementing strategies to drive revenue.
- You can steward year-round cultivation and engagement of an assigned portfolio through relationship management.

Successful candidates will demonstrate the following strengths while spending 50% of their time managing a mid-level portfolio of individual donors, and 50% of their time managing a caseload of workplace giving campaigns.

1. Ability to drive revenue
2. Strategic relationship building
3. Effective and engaging communicator
4. Embraces and manages change

ESSENTIAL FUNCTIONS

- Manage a tiered caseload of approximately 300-500 mid-level donors (50% of time).
- Manage a tiered caseload of workplace giving campaigns (50% of time).

- Demonstrate excellent customer service and a high attention to detail to prepare account materials, conduct donor research and maintain an accurate donor database.
- Achieve established organization financial goals for assigned portfolio through annual campaign and year-round donor cultivation efforts.
- Create and manage strategic communication plans that leverage segmentation data to create personalization by tier, driven by the donor's passions, interests and communications preferences, and execute that plan.
- Continuously cultivate donors for new or increased giving opportunities, working hand-in-hand within the Resource Development Team to identify and cultivate Mid-Level/Major/Legacy giving prospects and fulfill shared strategies.
- Collaborate across the organization to develop engaging communications materials, implement a smooth donor journey across giving levels and create thoughtful protocols that allow donors to reach their full potential.
- Utilize effective sales, stewardship and relationship management skills while always maintaining a professional demeanor.
- Work as a part of a team to develop and execute a year-round engagement plan for donors, including engagement, direct services, and various cross-functional teams.
- Have a strong understanding of and be able to clearly and passionately articulate United Way of Greater Stark County's vision and the programs and initiatives it supports in order to best align donor interests with funding opportunities.
- Represent United Way of Greater Stark County for various speaking engagements and activities including but not limited to presentations, campaign events and volunteer events.
- Coverage of appropriate after hours work events such as presentations, chamber events, UW events, etc.

EDUCATION/EXPERIENCE

- Bachelor's degree (preferred) in a related field or equivalent combination of education and work experience.
- 1-3 years of fundraising or sales experience.

STARTING SALARY

- \$45,000 - \$50,000 per year

BENEFITS:

Flexible schedule, hybrid work schedule, paid time off, medical, dental, vision, life insurance, 403(B), paid holidays, workplace wellness.

Resumes should be submitted to hr@uwstark.org by December 23, 2024

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

