



Austin Habitat for Humanity (AHFH) is seeking full time **Director of Strategic Partnerships**. Reporting to the VP of Development, the **Director of Strategic Partnerships** is responsible for helping AHFH build more houses throughout greater Austin by developing and managing house sponsorships from local corporations, individuals, congregations and community organizations. This position includes a strong focus on research and new relationship development.

Who we are:

Austin Habitat for Humanity (AHFH) is a non-profit corporation dedicated to ending the cycle of poverty housing in the Austin Region. AHFH believes that everyone deserves a decent, affordable place to live. AHFH was incorporated in 1985 and is an affiliate of Habitat for Humanity International, a global, non-profit housing corporation founded in 1976.

Who you are:

As the **Director of Strategic Partnerships** you will develop and oversee the execution of a robust cultivation and stewardship fundraising program focusing on closing multi-year commitments from high net worth individuals, faith-based organizations and community partners.

Specific Responsibilities include:

- Oversee all annual Individual giving campaigns including direct mail, monthly giving, Amplify Austin, matching gift campaigns to meet or exceed budget goals.
- Manage a portfolio of approximately 50-100 mid-level qualified relationships, and apply a moves management approach to the portfolio, with a custom cultivation strategy for each donor.
- Solicit volunteer participation as a component of sponsorship.
- Manage the Strategic Partnerships Department including the Donor Relations Coordinator and Grants Manager.
- Collaborate with the Director of Communications and the Director of Corporate and Community Partnerships to provide a team approach to donor cultivation and stewardship.
- Provide comprehensive and meticulous oversight of donor database to ensure accurate data entry, gift processing, reporting and analysis. Manage Raiser's Edge database.
- Strategically engage organization executives and current donors in peer prospect identification, visits, and closings.
- Work with VP of Development to identify a pipeline of major gift through execution of a multi-layered qualification process and detailed analysis from the mid-level donors.

- Successfully align partner interests with AHFH's strategy and demonstrate a strong value proposition. Convincingly articulate the unique selling proposition.
- Coordinate Fundraising events and Sponsor recognition events.
- Plan/coordinate annual event – Blueprints and Blue Jeans. Work with vendors to coordinate day-of logistics, create event budget, solicit event sponsorships, sell event tickets, coordinate event invitation list and printing of event materials.
- Participate in AHFH public speaking opportunities with strategic partners.
- Participate in pre-build coordination and work with VP of Engagement to fulfill volunteer engagement and recognition.
- Follow-up on any reporting / paperwork required by sponsor/partner as per their commitment.
- Collaborate with the Director of Communication to coordinate all sponsor-related AHFH project dedications to assist with sponsor/partner recognition.
- Other duties as assigned.
- Support other departments when needed.

More about you:

- Excellent interpersonal skills
- Three or more years' experience soliciting resources / sales
- Professional appearance / demeanor
- Public speaking experience
- Demonstrated ability to plan, organize and communicate
- Ability to interface with individuals from diverse backgrounds
- Self-starter, motivated by good works and meeting interesting people
- Must have valid Texas Driver's License, and driving record acceptable to the agency's insurance carrier.

Why AHFH?

We offer to every full time employee 100% employer paid benefits including:

- Medical
- Dental
- Vision
- Short and Long Term Disability
- Life Insurance

In addition we offer:

- Amazing company culture, we don't just talk about values - we live them
- Generous vacation, sick time, personal floating holidays and paid holidays
- 3% contribution into employee's 401(k) plan plus employer matching
- Employee discount at the ReStore
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PHYSICAL DEMANDS:

While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools or controls; reach with hands and arms; climb stairs; balance; stoop, kneel, crouch or crawl; talk or hear; taste or smell. The employee must occasionally lift and/or move up to 35 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT:

Typical office environment. The noise level in the work environment is usually moderate.

We are an equal opportunity employer.

Please apply here:

<https://austinhabitatforhumanity.applytojob.com/apply/v6h1zQpYUX/Director-Of-Strategic-Partnerships?source=AFP>