



### ***Why Choose Us?***

As one of the nation's premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. At the American Red Cross, you will enjoy a collaborative work culture committed to the diversity of our people, programs, and services. If you share our passion for helping people, join us in this excellent career opportunity. Work where your career is a force for good.

At the American Red Cross, you have a direct impact on a meaningful mission. When you join our team, you can help save lives every day. You'll be part of a like-minded team that shares a passion for making a difference and a work environment that supports growth, learning, and succeeding.

***Standard Schedule:*** The American Red Cross is looking for a Fundraiser for the Austin, TX region to work with corporate donors. This will be a remote position but must travel to see donors in the market and come into the office 1-2 times a month.

***Pay information:*** \$70-73K base salary with yearly incentive bonus potential

***What You'll Do:*** Make your career count! The Red Cross is seeking a visionary fundraiser who can meet goals and objectives, connect with our individual donors and serve our mission. You will be expected to meet annual revenue targets by engaging, cultivating, and ultimately soliciting major gifts from donors and coordinating an annual event, thereby advancing the organizational mission and creating meaningful impact in the lives of both donors and beneficiaries of that mission.

- Develops and executes ongoing strategy for qualifying donors to ensure retention, growth of corporate donor contributions as well as recapture from previous donors. Works collaboratively with other departments and partners with development staff at the national office to create customized solicitation strategies matching the objectives of the organization and interests of the donor/prospect
- Manages an assigned portfolio of individual donors and prospects with intent to form deep relationships. Responsible for minimum annual fundraising goal tied to segmented or blended portfolio as specified in performance standards, including both renewable gifts and new incremental revenue. Develops donor management plans for entire portfolio resulting in strategic, knowledgeable, and complex asks. Solicits assigned donor portfolio through face to face visits, including preparation of personalized materials. Revenue target may increase due to major domestic disasters
- Implements programs/activities to identify, cultivate, solicit, and steward donors at the \$2,500 level or higher, with an emphasis on maximizing revenue for the American Red Cross. Identifies potential planned giving prospects among assigned donors and partners with region's assigned

Gift Planning Officer to solicit those prospects. Updates donor records in region and/or district database and Salesforce.com following donor contacts

- Develops ongoing relationships with major donors for the benefits of the American Red Cross. Accountable for cultivating relationships for individual fundraising, organizational fundraising, or both and by supporting volunteer leaders in peer-to-peer outreach, (if appropriate) using giving societies such as the Tiffany Circle Society of Women Leaders as a key program
- Participates in disaster relief fundraising projects as appropriate. May oversee and have responsibility for staff development
- It is the responsibility of all Red Cross staff members to recruit, train, and work with volunteers and to treat all clients, volunteers, guests, and other employees in a courteous and respectful manner at all times while maintaining a cooperative atmosphere for everyone. It is expected that each member of the regional management team work with a volunteer counterpart to ensure key volunteers are utilized and ensure depth within the function

#### ***What We Need From You:***

- Bachelor's degree or equivalent experience required. Advanced degree highly desirable
- Minimum five years sales and/or fundraising experience required. Proven experience in developing strategies for donor retention growth and recapture and proven success with complex requests is required
- Ability to relate well and work effectively with multiple constituencies and audiences. Excellent verbal and written skills. Knowledge of office systems: MS-Office preferred and fundraising database systems (e.g., Raiser's Edge, Salesforce.com). A team player committed to developing and working within a collaborative environment and to ensuring the highest customer service orientation
- Requires frequent travel within the region. The amount will vary depending upon size and geography of region

***How do I apply?:*** go to [www.redcross.org/jobs](http://www.redcross.org/jobs) and search for RC57227

#### ***What's In It For You?***

We take care of you, while you take care of others. As a mission-based organization, we believe our team needs great support to do great work. Our comprehensive benefits help you in balancing home and work. With our resources and perks, you have amazing possibilities at the American Red Cross to advance the learn.

- Medical, Dental Vision plans
- Health Spending Accounts & Flexible Spending Accounts
- PTO + Holidays
- 401K with 4% match
- Paid Family Leave
- Employee Assistance
- Disability and Insurance: Short + Long Term
- Service Awards and recognition

#### ***Commitment to Your Health & Safety-COVID-19:***

The American Red Cross requires all new hires be vaccinated against COVID-19 as a condition of employment. This means that all individuals working for the organization must be fully vaccinated against COVID-19 by the start of their employment OR have begun the vaccination process prior to their start date. Upon being offered a position, individuals will be required to submit proof of vaccination. If you are unable to be vaccinated due to medical or religious reasons, you may qualify for

an exemption. If seeking an exemption, you will be required to submit documentation and your request must be approved prior to hire.

### ***Diversity, Equity & Inclusion***

The American Red Cross aspires to be an organization fully committed to diversity, equity, and inclusion by creating and maintaining a diverse, high-performing workforce of employees and volunteers who reflect all communities we serve; by cultivating a collaborative, inclusive and respectful work environment that empowers all contributors; and by leveraging diverse partnerships – all of which helps to ensure culturally competent service delivery supported by effective community leadership and engagement. The Red Cross supports a variety of cultural groups for employees and volunteers. From our Latino Resource Group, Umoja, Asian American & Pacific Islanders, and Red Cross Pride, to the Ability Network, Veterans+ and our Women’s Resource Group, these networks provide connections, mentoring and help give voice to important concerns and opinions.

### ***EEO Statement.***

*The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.*