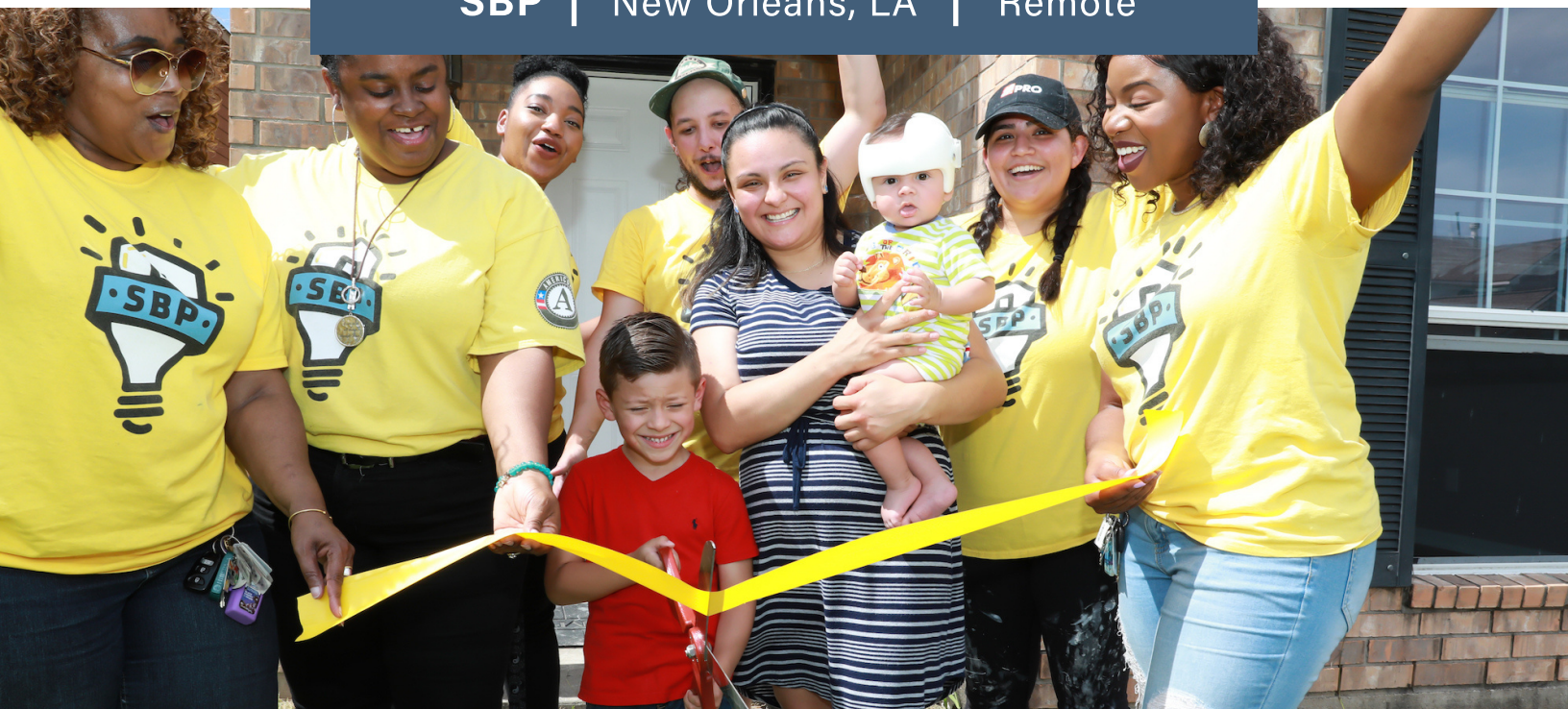


National Philanthropy Officer

SBP | New Orleans, LA | Remote



Reports to:

Chief Development Officer



Organization Profile:

SBP is an award-winning, innovative nonprofit organization that shrinks the time between disaster and recovery. A leader in volunteer-driven, post-disaster rebuilding. SBP educates, advocates and improves the disaster recovery sector so that we can collectively achieve more for communities. With a growing team of 85+ staff and 240 AmeriCorps members, SBP has rebuilt more than 2,400 homes across 13 states and in the Bahamas, and shared best practices with many more.

SBP's mission is fueled by donors who make it possible for more families to have a predictable path home after a disaster. SBP's vision is to embrace constant improvement, community-wide collaboration, and clear obstacles to reduce human suffering caused by the tolls of delay in recovery. By pairing resilience training with recovery operations, SBP strives to reduce the need for their rebuilding services over time by increasing preparedness among vulnerable communities.



With operations nationwide and beyond, SBP achieves its mission through a concentrated focus in five interventions:

1. **Rebuild** homes quickly after disasters by mobilizing private sector innovations and assigning a single point of contact to make the home rebuilding process faster and more predictable.
2. **Share** rebuilding innovations with other rebuilding organizations to allow for efficient, predictable recovery on a national scale.
3. **Prepare** home and business owners prior to and following disaster with specific steps to mitigate risk and improve resilience.
4. **Advise** policy makers immediately after a disaster so they can deploy federal dollars sooner, and in a way that empowers an efficient recovery.
5. **Advocate** for the reform of disaster recovery strategies in the U.S. to improve the predictability and speed of recovery.

Position Summary

SBP is a team-oriented organization seeking a leader who is hungry for change and eager to innovate. This is a new leadership position reporting directly to the Chief Development Officer and working closely with the CEO and development team to achieve annual and long-term goals. The successful National Philanthropy Officer will be an experienced fundraising professional who will lead and do. The National Philanthropy Officer will provide strategic oversight and serve two main roles:

1. Build and lead a national team focused on all aspects of Individual Giving.
2. Own and expand SBP's portfolio of Major Donors (\$25k+).

SBP has completed an extensive feasibility study and has recently launched the quiet phase of a two-year, \$15M fundraising campaign to supplement SBP's annual fundraising goal of \$25M.

The National Philanthropy Officer must be a strategic thinker, excellent writer, clear communicator, and exemplary relationship builder. She/He will bring her/his best practices for donor engagement and stewardship to SBP's team.

Specific Responsibilities

- Work strategically with the Chief Development Officer to set goals, priorities, and direction for individual donor giving and acquisition.
- Successfully work an assigned portfolio to identify, cultivate, solicit and steward donors to achieve annual and long-term fundraising goals.
- Work with CEO, COO and CDO to strategize, engage and solicit SBP's top 25 donor prospects.
- Work closely with CDO in the management of and solicitations for the fundraising campaign, and report to the board on campaign activity.
- Develop and implement engagement strategies to cultivate new donors.
- Help implement best practices regarding prospect identification, donor screening, and donor reports.
- Track development pipeline activity and donor interactions in Salesforce.
- Research, write, edit and prepare persuasive, accurate, grammatically and syntactically correct solicitations, proposals, case statements, reports, correspondence, and other development-related communication materials in support of the department's fundraising activities.
- Work closely with communications and marketing colleagues to design messaging, annual report and fundraising materials, and coordinate communications calendar.
- Represent SBP at community and national events.

Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree and 5-8 (combined) years' experience in Major Gift fundraising and Development Management.
- Excellent written and oral communications and interpersonal skills; ability to listen and assess interests of various audiences and communicate ideas in person or in writing in a clear and articulate manner to compel individuals to action.
- Ability to exercise good judgment, demonstrate an understanding of ethics and fundraising best practices and use discretion in interactions with donors, prospects, volunteers, and others.
- Ability to travel.
- Experience with strategizing, soliciting, and closing gifts of \$25,000 and higher.
- Previous experience working with fundraising software programs.
- Self-starter and team player with energy, enthusiasm, flexibility.
- Flexibility to occasionally work in the evenings and/or on weekends in order to support or attend meetings and events.
- Proficient in Microsoft Office, email, social media, database, etc.
- Able to satisfactorily pass a Criminal History Check to include sex offender registry with State Police, and FBI.



Performance Expectations

- Able to juggle multiple, competing priorities.
- Exceptionally self-motivated and curious.
- High level of personal accountability.
- Align work performance with SBP's core values.
- Top-notch written communication and interpersonal skills.
- Detail-oriented with strong troubleshooting, analytical and problem-solving abilities.
- Working knowledge of all facets of social media management.
- Superior work ethic and high energy level.

- Desire and ability to work, grow and learn in a startup environment.
- Plan and meet deadlines.
- Maintain a flexible work schedule to meet the demands of executive management.
- Demonstrate initiative and work as a team player.
- Convey a professional and positive image and attitude regarding the organization.
- Demonstrate commitment to continued professional growth and development.

Memorandum

The salary and benefits are competitive and commensurate with experience, qualifications, and verifiable salary history. SBP is building a diverse and experienced staff. The organization encourages multiple perspectives and experiences, supports a multicultural environment, and strives to hire and retain a diverse workforce that reflects the populations they work with and the communities where they work. SBP's hiring and business practices appreciate the strengths offered through different backgrounds.

SBP is an equal opportunity, affirmative action employer and is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity. It is the policy of SBP not to discriminate against any individual, person, or group on the basis of disability and the intent of SBP to address any complaints that may arise pursuant to Section 504.

As a condition of employment, SBP reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

Beau Cummings, Senior Search Consultant
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