

Society of St. Vincent de Paul Georgia, Inc.

POSITION: Corporate Giving Manager
REPORTS TO: Chief Development Officer
DEPARTMENT: Development
STATUS: Full time, Salaried



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Respecting the dignity of each person, St. Vincent de Paul Georgia (SVDP) brings hope and help to those in need so they may achieve stability and move toward self-sufficiency. The focus is on preventing homelessness, fighting hunger, and changing lives. Programs include housing, utility assistance, food recovery and distribution, jobs assistance, transportation, and prescription fulfillment through an onsite pharmacy. Services are provided through the headquarters' (Council) facility, 73 Conferences (parish-based chapters) and 11 Thrift Stores.

POSITION SUMMARY

St. Vincent de Paul Georgia (SVdP Georgia) seeks a talented fundraising professional for the position of Corporate Giving Manager to manage and significantly grow the organization's portfolio of corporate donors and supporters and lead events fundraising.

Duties & Responsibilities:

- Fully fund SVdP Georgia's annual operating budget each fiscal year meeting all revenue goals for corporate giving and events
- Develop strategy and timeline for corporate relationship development, solicitation and implementation
- Identify, cultivate, solicit new corporate donor prospects to secure sponsorships, financial gifts and in-kind contributions
- Manage a portfolio of 125-150 corporate supporters and prospects and build the pipeline for corporate support by identifying, researching and engaging local, regional and national organizations
- Conduct prospect research to identify new corporate funding opportunities aligned with SVdP Georgia programs and priorities
- Conduct meetings with corporate donors and prospects, including development of agendas and presentations
- Identify and build personal relationships with our primary contacts for each organization and conduct meetings, prepare materials and proposals, make the solicitation, and complete necessary follow-up to advance the conversation and secure support
- Develop, implement and manage a highly effective stewardship program for corporate donors
- Solicit and secure corporate sponsorships for SVdP Georgia annual signature events and other special events and initiatives to meet and exceed established fundraising goals

- Ensure that sponsorships are fulfilled appropriately and that all sponsors and corporate partners are appropriately recognized and stewarded
- Develop, implement and manage a robust corporate matching gifts program and corporate workplace giving campaigns, growing and deepening giving at this level
- Form, grow and manage strong relationships with corporate Employee/Business Resource Groups (ERG's/BRG's) and affinity groups
- Coordinate with grant writer on development and writing of corporate foundation proposals and solicitation materials
- Develop assets and identify new creative opportunities to add value for partners and deepen corporate engagement, including gratitude and recognition programs
- Coordinate with communications manager to develop collateral, and support corporate partnerships through social media support and other platform opportunities
- Be accountable to personal goals, strategies and metrics, participating in ongoing and regular assessment of progress toward goals

Qualifications

- Bachelor's degree or higher
- Minimum 5 years nonprofit fundraising experience with at least 3 years focused on corporate giving and relationships, prior experience leading annual corporate fundraising preferred
- DEMONSTRATED SUCCESS and proven track record of securing corporate gifts, sponsorships and contributions, and renewing and increasing partner investment over time
- Outstanding oral and written communication skills
- Ability to think strategically, multi-task, prioritize, respond promptly and meet deadlines and performance goals
- Ability to interact effectively with volunteers and co-workers of all levels, as well as with representatives of other organizations and institutions
- Highly motivated, resourceful, flexible, and possesses a positive attitude and sense of humor
- Proficiency in Microsoft Office and donor database software (experience with Raiser's Edge/NXT a plus)

Compensation

Salary commensurate with experience and background.

This job description should not be construed to imply that these requirements are the exclusive standards of the position. Incumbents will follow any other instructions and perform other related duties as may be required by their supervisor. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job.

Learn more about St. Vincent de Paul Georgia at www.svdpgorgia.org.

To apply, submit letter of interest, resume, and salary requirements to mgeepanos@svdpgorgia.org.