



POSITION TITLE: Director of Philanthropy

STATUS: Full-time, Exempt

RESPONSIBLE TO: CEO

PAY RANGE: \$100,045 - \$125,056

Founded in 1974, WRC is dedicated to providing the highest quality supportive services, counseling, shelter, transitional housing and education to individuals and children involved in or threatened by domestic violence or sexual assault in North San Diego County. For 49 years we have helped survivors escape, rebuild their lives, gain economic independence and stopped the cycle of violence in our community through empowerment and education of the next generation.

JOB DESCRIPTION: The Director of Philanthropy will provide strategic direction and leadership for all aspects of the fundraising and marketing program at WRC, including campaigns, individual giving, corporate and foundation giving, government grants, special events and external marketing and communications. The Director of Philanthropy will be entrusted to grow new and existing funding streams, thereby diversifying the organization's revenue base. The position designs and implements strategies to provide resource development oversight and growth through a written fundraising plan.

RESPONSIBILITIES:

- Directly supervises: Development Associate, Volunteer Coordinator, Outreach and Engagement Coordinator, Grant Writer (PT).
- Responsible for performance management of staff: provides regular feedback to supervisees, both orally and in writing, invoking the disciplinary process as needed.
- Lead, develop and execute fundraising strategies, including individual giving, corporate giving, special events, foundation, nonprofit and government grants.
- Oversee the external marketing and communications efforts including direct mail, digital fundraising, website, and social media platforms.
- Integrate development and marketing/communications strategies to maximize WRC's brand exposure and fundraising opportunities.
- Build and maintain portfolio of major gift donors.
- Build a strong corporate foundation giving pipeline.
- Recruit new monthly donors and cultivate relationships with current monthly donors.
- Working with the CEO, conduct tours of WRC to help showcase our programs to future and current donors.
- In conjunction with the CEO, establish and implement a comprehensive fundraising plan with clear success metrics.
- Manage prospective and current funder relationships, ensuring all funders are informed about our work on an ongoing basis and feel connected to our organization.
- Establish policies, systems, and procedures, with a special emphasis on professionalism and ethical standards, for soliciting, acknowledging, tracking and reporting gifts.
- Supervise the appropriate use of donor software and reporting, ensuring donor privacy, data accuracy and timeliness of acknowledgements and reporting.

MINIMUM QUALIFICATIONS:

- Bachelor's degree; CFRE Credential preferred.
- 5+ years proven track record of securing \$100,000+ gifts from individuals, corporations and foundations.
- 3+ years of experience in leadership role with supervisory responsibility
- Experience with planning giving software.

BENEFITS

- Comprehensive health, dental, and vision insurance
- Additional benefits, including short-term disability, life insurance, and long-term disability and accident insurance
- Generous leave policies with 16 paid holidays, personal day and birthday

WRC is an Equal Opportunity employer. Employment at WRC is based upon individual qualifications without regard to race, color, sex, religion, national origin, disability status, sexual orientation, gender identity or expression, or any other legally protected status.

Please send a copy of your cover letter and resume to: stephanie.miller@wrcsd.org