



JOB ANNOUNCEMENT: Manager, Individual Giving

Key Responsibilities:

Reporting to the Vice President Development, the Manager, Individual Giving, will participate in the organization's efforts to increase individual giving. Working with the VP, she/he will develop and implement comprehensive fundraising strategies to increase the number of donors, the size of donations and converting annual donors into major donors. The Manager will create specific plans for donor prospecting and acquisition, cultivation, solicitation and stewardship that will grow the annual revenue from individuals. The Manager will work collaboratively to advance fundraising goals and analyze donor data in Raiser's Edge to ensure consistent revenue growth. The Manager will also support the development team to raise funds for organizational events.

Qualifications:

- Participate in the organization's efforts to increase giving through innovative ideas, effective implementation and analysis of impact.
- Develop and implement comprehensive fundraising strategies to increase philanthropic support from individuals.
- Create specific plans for prospecting, donor acquisition, cultivation, solicitation and stewardship.
- Manage relationships with prospective donors and identify, qualify, cultivate, solicit, and steward these donors.
- Works collaboratively with other development staff to engage and solicit donors.
- Able to effectively use Raisers Edge, Luminate online and various type of tools to monitor all prospects to ensure positive and purposeful donor relations.
- Must be a highly energetic professional with a track record of building donor relationships and closing gifts in the four to six-figure range.
- Develop and execute appropriate plans for cultivating, soliciting and stewarding donors at the small to mid and major donor levels.
- Build and maintain a prospect pipeline, conduct donor research and wealth screens, maintain and analyze donor data.
- Work collaboratively to support fundraising events.

Professional Experience:

- Five to seven years of successful experience in fundraising.
- Bachelor's Degree required; Master's Degree preferred.
- Passion for The Foundation's Mission.
- Outgoing personality and ability to initiate and enjoy direct communication with donors and potential donors in order to close the deal.



- Ability to understand the needs and interests of donors in order to develop relationships.
- Interest in all aspects of helping women and girls and a dedication to promoting NYWF's fundraising priorities through developing excellent relationships with leaders, volunteers, and the development team.
- Demonstrated leadership and the ability to successfully manage multi-functional or diverse areas.
- Successful experience in fundraising as well as developing cultivation and solicitation strategies.
- Must have excellent interpersonal skills and a demonstrated record of meeting goals.
- A proven track record of strategic, entrepreneurial and creative fundraising success, the demonstrated ability to thrive in a culture that is results-oriented and fast paced and the ability to build strong collaborative relationships across a complex organization.
- Excellent Interpersonal skills, communication skills verbal and written.
- Self-starting, Go-getter and ambitious.

HIRING POLICY:

The New York Women's Foundation® is an equal opportunity employer. We consider applicants for all positions without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, sexual orientation, or any other legally protected status. Diversity and inclusion are long-standing core values at The Foundation. We value differences among individuals including, but not limited to, ethnicity, age, gender, sexual orientation, gender identity, physical ability, national origin, religion, socioeconomic status, as well as beliefs and ways of thinking. We strive to create an inclusive work culture that ensures that all individuals are heard, respected, and supported to do their best work.

COMPENSATION:

Commensurate with experience

TO APPLY:

Please send cover letter, salary requirements and resume to:

hr@nywf.org

[Or via mail to:](#)

The New York Women's Foundation
39 Broadway, 23rd Floor
New York, NY 10006
Attention: Human Resources
NO TELEPHONE CALLS PLEASE.