

United States Jobs Expertini®

Sr. Manager of Individual Giving

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Company: Jeremiah Program

Location: Minneapolis

Category: other-general

ABOUT JEREMIAH PROGRAM

Jeremiah Program (JP) is a nonprofit organization helping single mothers invest in themselves so they can thrive and take steps towards economic mobility by helping them access higher education, affordable childcare, housing, skills training and career development. JP envisions a world where generational poverty is not divorced from gender and race; where career and financial opportunities are not gentrified; and where women who experience poverty not only hold a seat at the table but hold the mic and curate the agenda.

Jeremiah Program offers one of the nation's most successful strategies for disrupting poverty, two generations at a time. At JP, we believe that no mother should have to make the untenable choice between investing in herself or supporting her children. Our holistic approach invites single mothers into the leadership tent and encourages families to bring all of their identities to bear in achieving their goals in pursuit of economic mobility.

Founded in 1993, this year JP is supporting over 2,000 moms and kids across nine residential and non-residential campuses: Austin, Baltimore, Boston, Brooklyn, Fargo, Las Vegas, Minneapolis, St. Paul, and Rochester.

POSITION SUMMARY

The Senior Manager of Individual Giving (SMIG) is a critical position that helps execute the vision and growth of the Minneapolis and St. Paul campuses at Jeremiah Program. The SMIG is as an essential member of the Minneapolis and St. Paul development teams, responsible for stewarding relationships with individuals, and supporting the overall

development efforts in MSP. Reporting to the Director of Development, the SDMIG will be charged with cultivating relationships with a 200+ mid-range donor & prospect portfolio contributing at the \$500-\$7,500 level. In addition to a focus on stewarding and securing gifts, the Senior Manager of Individual Giving will lead acquisition and retention efforts with a focus on first time donor retention.

A competitive applicant will possess a deep commitment to and understanding of current housing, education, early childhood, and all social justice issues intersecting with poverty. Applicants should have prior experience working within a structured and effective development department and bring an entrepreneurial approach both to their career path and development work.

PRIMARY RESPONSIBILITIES

Manage a 200+ donor portfolio through high touch engagement including face-to-face visits, email, calls, event participation and personalized postal correspondence while leveraging and maintaining impeccable database records.

Achieve weekly action goals for donor outreach contacts and 1-1 meetings.

In conjunction with the Development Director, the SMIG serves as a key stakeholder responsible for maintaining and building the individual donor infrastructure in collaboration with and for JP MSP

Lead the prospect research process for Minneapolis and St. Paul donors.

Assist the Development Director in ensuring systems and processes regarding event logistics, prospect research, prospect qualification, and donor stewardship are highly effective.

Collaborate and problem solve with Director of Development to increase acquisition, retention, and renewal of key donors within their

In collaboration with Director of Development and team, meet the (2023) annual individual giving fundraising goal of at least \$3M.

Partner with the Director of Development to reconcile contributions from individual donors

and update

Serve as a liaison to Propel, Jeremiah Program's young professional group of emerging leaders focused on fundraising, volunteerism, and professional development.

In collaboration with the Team:

Lead system upgrades to drive our prospect research and donor cultivation and stewardship

Perform comprehensive ongoing data analysis and evaluation related to all aspects of your individual giving

Ensure individual giving fundraising activity and interactions are accurately and regularly stored in donor databases and information

Assist with special projects org-wide development projects as

Leverage events as a part of a giving strategy.

Requirements

The Senior Manager of Individual Giving must have great interpersonal skills, an ability to work with a significant volume of highly varying data requiring rigor, a strong understanding of data systems, and ability to thrive in a complex environment.

BA/BS degree in relevant field required.

7+ years of related professional experience with at least (5) five being in donor-related activities within an organization with a \$5M fundraising goal strongly preferred.

Demonstrated evidence of the ability to execute fundraising plans and strategies that generate significant results and proven track record cultivating, stewarding, and moving individual gifts to higher levels of support.

Passion for the Jeremiah Program mission and commitment to creating development opportunities that enable the organization to increase its impact and meet goals

Genuine relationship-building skills with the ability to inspire generosity and make prospects and donors feel valued.

Ability to utilize data to drive decision-making and reflect on rigorous and donor centered plans for sustaining and growing donor base and revenue.

Strong prospect research skills and a proven track record initiating, stewarding, and moving individual gifts to higher levels of

SALARY & BENEFITS:

Salaries for people entering this role typically fall between \$67,000 and \$75,000 commensurate with relevant experience and qualifications and in alignment with internal equity. Additionally, we offer medical, dental, vision, and supplemental benefits as well as retirement plans and a generous vacation package.

Summary

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.

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