



Children's Literacy Initiative – Officer, Individual Giving

Full Time
Management

Salary Range:70000.00 To 80000.00 (USD) Annually

Reporting to the National Director of Development, this position helps develop and fully executes CLI's Individual Giving strategy to successfully identify, cultivate, and solicit gifts from individuals and leads the organization's overall stewardship activities. The Officer, Individual Giving and Stewardship will seek to retain and upgrade existing individual donors, as well as to actively identify and acquire new donors through local events and community councils. Working in collaboration with the National Director of Development and CEO, the Officer, Individual Giving and Stewardship will:

- Lead CLI's individual giving strategy and carrying out identification, cultivation, solicitation, and stewardship of individual giving prospects
- Lead CLI's donor stewardship for all segments by working closely with the Development Assistant and relationship owners, as appropriate
- Develop and execute strategies to move individual donors through the pipeline to increase their affinity and giving over time
- Create community councils in priority CLI markets to increase its base of champions on the ground to raise money and awareness
- Engage donors directly through personalized communications and outreach that deepens their relationship with the organization
- Use metrics to develop engagement opportunities and upgrade strategies specifically targeted to base and mid-level donors
- Develop strategies to upgrade and convert qualified donors from direct response and monthly giving to mid-level and major gifts
- Assign cultivation and stewardship actions, as appropriate, to the National Director of Development, the CEO, and the CLI Board of Directors
- Use Raiser's Edge NXT for moves management
- Analyze qualitative and quantitative data to qualify donors' propensity, affinity and capacity to support CLI mission, priorities and opportunities
- Attend donor meetings and site visits
- Monitor news on current and prospective donors
- Special projects as needed

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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