

Position: Co-Director, Community Engagement - Philanthropy

Reports to: Executive Director

Status: Full-time, exempt

About The Blue Bench:

At The Blue Bench, our mission is to eliminate sexual assault and diminish the impact it has on individuals, their loved ones and our community through comprehensive issue advocacy, prevention, and care. Our hope is to one day live in a world where sexual assault no longer exists; where there are no more victims, friends and families suffering in its wake. This is what inspires our efforts. And until that day comes, our work is not complete. Inspired by the courage of one another – as survivors, activists, advocates and community leaders, The Blue Bench has helped hundreds of thousands of Denver-area individuals find the courage to move from victim to survivor.

Job Purpose:

The Blue Bench is seeking a director of philanthropy to lead fundraising efforts and build mission awareness with current and future stakeholders. The director will focus on building philanthropic support (individual, corporate, and foundation donors) and will ensure the integrity of the department with strong leadership and mentorship. This is a highly collaborative role – the director will work closely with the executive director and communications and outreach manager to design and execute a realistic, yet ambitious fundraising plan. The director will directly support the executive director, as well as board of directors and committees with fundraising guidance and relationship management. They will work in partnership with the communications manager to build brand awareness and align fundraising goals.

The ideal director of philanthropy will be an evangelist for our mission and champion building a more sustainable future. They have a proven track record of results in fundraising and building a coalition of supporters, investors, partners, and evangelists for advancing a mission in a disruptive climate. They have a sense of urgency for funding critical and under-funded programs and can effectively communicate this to donors. The ideal candidate is empathetic, inspiring, collaborative, innovative, and believes in taking big chances for big return.

Essential Duties & Responsibilities:

Strategy & Management

- Co-lead the Community Engagement Department with the Co-Director, Education.
- Oversee and ensure the success of the fundraising team with strong leadership, management, and mentorship. This position directly manages the development coordinator, manages up to the executive director, and operates in partnership with the communications manager.

- In collaboration with the executive director and communications manager, build, implement and manage an aggressive fundraising plan that includes major gifts, corporation and foundation partnerships, individual giving programs, and special events.
- Manage and continuously build a portfolio of investors to be shared by the director and executive director.
- Develop strategies for major gift solicitation and solicit or coordinate the solicitation by other staff/board members as appropriate.
- Coordinate and/or conduct meetings (in person or virtually) with current and prospective donors.
- Own the fundraising goals of the strategic plan (to be completed by 1/1/2023) and manage to those goals with metrics and outcomes.

Corporate and Foundation Relations

- Build and implement a corporate partnership strategy and manage a portfolio of prospective corporate partners.
- Work in partnership with the executive director and the grants team (including an external firm) to identify, cultivate, and steward private, public, and government grant partners.

Annual & Individual Giving

- Partner with the communications manager to develop and implement all aspects of direct donor mailings, fundraising appeals and online giving strategies.
- Partner with the development coordinator to ensure success with annual fundraising events. Identify, cultivate, and steward event sponsors.
- Attend fundraising events and support the development coordinator in the run of show.
- Partner with the communications manager on utilizing The Blue Bench's digital assets (including social media and website) for fundraising.
- Serve as the point of contact for the contract telephone fundraising program, ensuring that the program is in line with fundraising goals.
- Partner with the communications manager to track progress toward annual and individual giving goals.
- Identify opportunities to engage major donors, corporate partners, and foundations in annual giving strategies.

Leadership and Life of the Organization

- Serve as a member of the organization's leadership team.
- Fully participate in organizational activities including staff meetings and learning times.

Knowledge, Skills & Abilities:

- Committed to advancing The Blue Bench's mission and vision.
- Awareness of, and willingness to engage in, the difficult and transformative work of challenging systems of sexual violence.

- Commitment to race and other forms of equity, both internally in our organization and externally in the communities that we serve.
- Understands and values equity as an organizational operating principle and is committed to continued learning on issues related to justice, diversity, equity, and inclusion.
- Proven success in nonprofit fundraising, including ownership of a portfolio, a program, and/or a team.
- Strong interpersonal and relationship building skills.
- A strong, consistent attention to detail, an organized work style, and the ability to follow through on work assignments independently.
- Strong collaboration and collaborative problem-solving skills.
- The ability to work some evenings and weekends.

Minimum Qualifications:

- At least 3 years of direct fundraising experience
- Experience developing and stewarding relationships with individual donors, corporations and foundations
- Experience with building and implementing organizational fundraising goals
- High-level of confidence in building and stewarding direct relationships with high-wealth individuals
- Familiarity with the use of Bloomerang or similar fundraising management database or the demonstrated ability to learn new software
- Experience working with a nonprofit board of directors and board committees

Compensation:

This is an exempt position, and the salary range is \$75,000 - \$85,000 annually. This is a standard range and may be negotiated based on experience and qualifications. Differentials are offered to those who fluently speak (a) language(s) in addition to English and who offer to use this skill to assist the communities The Blue Bench serves.

The Blue Bench is an equal opportunity employer and dedicated to a policy of non-discrimination and equal opportunity for all employees and qualified applicants. People with disabilities, people of color, indigenous people, and LGBTQ+ candidates are strongly encouraged to apply.

Benefits:

The Blue Bench offers a comprehensive benefit package including \$300 employer contribution towards fully funded medical plans, paid base dental, paid life insurance and long-term disability, as well as vision, short-term, and supplemental coverage options. We also offer generous paid vacation and sick/wellness time, paid holiday leave, flexible work schedules, and a mostly remote work environment.

To apply, please submit your cover letter, resume, and three professional references to jobs@thebluebench.org. In the subject line, please include "director of philanthropy."