



Position: National Philanthropy Officer
Organization: SBP
Reports to: Chief Development Officer

About SBP:

SBP is an award-winning, innovative nonprofit organization that shrinks the time between disaster and recover. A leader in volunteer-driven, post-disaster rebuilding. SBP educates, advocates, and improves the disaster recovery sector so that we can collectively achieve more for communities. With a growing team 85+ staff and 240 AmeriCorps members, SBP has rebuilt more than 2,100 homes across 13 states and in the Bahamas, and shared best practices with many more.

SBP's vision is to embrace constant improvement, community-wide collaboration, and clear benchmarks to reduce human suffering caused by the tolls of delay in recovery. By pairing resilience training with recovery operations, we strive to reduce the need for our rebuilding services over time by increasing preparedness among vulnerable communities.

SBP encourages individuals who are hungry for change and eager to innovate to join our team so that we can change the future of disaster recovery together.

Position Summary: SBP's mission is fueled by donors who make it possible for more families to have a predictable path home after a disaster. SBP's National Philanthropy Officer is a professional fundraising position reporting directly to the Chief Development Officer that is responsible for working closely with the development team to achieve annual and long-term goals. The National Philanthropy Officer is primarily responsible for maintaining, growing, and acquiring new gifts from individuals.

We are looking for an experienced fundraising professional who can share his/her experience to build a strong foundation for SBP's individual giving program. This person must be a strategic thinker, resourceful and self-propelled to not only achieve aggressive fundraising goals, but build SBP's program in a way that will at least triple revenue from individual donor engagement, stewardship, acquisition and database management to SBP's team. He/She will own this vertical and have direct support from the Development Associate and other shared services team members. The National Philanthropy Officer must be an excellent writer, relationship builder, and clear communicator.

Responsibilities:

- Work strategically with the Chief Development Officer to set goals, priorities, and direction for individual donor giving and acquisition.
- Successfully identify, cultivate, and solicit donors to achieve annual and long-term fundraising goals
- Develop and manage engagement strategies to cultivate new donors
- Implement best practices regarding outreach strategy, prospect identification, donor screening, and donor reports
- Track development activity and donor interaction in Salesforce
- Research, write, edit, and prepare persuasive, accurate, grammatically and

syntactically correct solicitations, proposals, case statements, reports, correspondence, and other development-related communication materials in support of the department's fundraising activities.

- Work closely with communications and marketing colleagues to design messaging and materials, and coordinate communications calendar
- Represent SBP at community and national events
- Participate in the creation of the Annual Report along with communications and development teams

Performance Expectations:

- Able to juggle multiple, competing priorities.
- Exceptionally self-motivated and curious.
- High level of personal accountability.
- Align work performance with SBP's core values.
- Top-notch written communication and interpersonal skills.
- Detail-oriented with strong troubleshooting, analytical and problem-solving abilities.
- Working knowledge of all facets of social media management.
- Superior work ethic and high energy level.
- Desire and ability to work, grow and learn in a startup environment.
- Plan and meet deadlines.
- Maintain a flexible work schedule to meet the demands of executive management.
- Demonstrate commitment to continued professional growth and development.

Qualifications:

- Bachelor's degree in a related field, and 5-8 years' experience in Annual Fund and/or Major Gift fundraising required
- Excellent written, oral communications and interpersonal skills; ability to listen and assess the interests of various audiences and communicate ideas in person or in writing in a clear and articulate manner to compel individuals to action
- Ability to exercise good judgment, demonstrate an understanding of ethics related to fund development activities and to use discretion in interactions with donors, prospects, volunteers, and others
- Previous experience with fundraising or project management software programs
- Self-starter and team player with energy, enthusiasm, flexibility
- Flexibility to occasionally work in the evenings and/or on weekends in order to support or attend meetings and events
- Proficient in Microsoft Office, email, social media, database, etc
- Able to pass a Criminal History Check including sex offender registry, state policy and FBI

[To Apply, Please Click Here](#)

SBP is building a diverse and experienced staff. The organization encourages multiple perspectives and experiences, supports a multicultural environment, and strives to hire and retain a diverse workforce that reflects the populations we work with and the communities where we work. Our hiring and business practices appreciate the strengths offered through different backgrounds.

SBP is an equal opportunity, affirmative action employer and is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity. It is the policy of SBP not to discriminate against any individual, person, or group on the basis of disability and the intent of SBP to address any complaints that may arise pursuant to Section 504.