



Position: Marketing and Development Manager
Organization: SBP
Reports to: National Director of Philanthropy

About SBP

SBP is an award-winning, innovative nonprofit organization that shrinks the time between disaster and recovery. A leader in volunteer-driven, post-disaster rebuilding; SBP educates, advocates for and improves the disaster resilience and recovery sector. With a team of 80+ staff and 240 AmeriCorps members, SBP has rebuilt more than 1,800 homes and strengthened 60+ communities across 17 states and Puerto Rico.

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 problem solvers to join our team so that we can change the future of disaster recovery together.

Position Summary

This position will design and implement effective marketing and development strategies across all SBP operating sites that result in a high volume of repeat donors. The manager will cultivate existing SBP connections and target new donor and partnership opportunities. SBP is committed to enhancing the organization's engagement with volunteers so that they become ambassadors and donors after their time with us. In this role, you will develop and implement strategies to more fully shape our customer experience to help SBP serve more disaster-impacted families across the country.

Key Responsibilities:

- Own fundraising strategy and goals for high-volume, low-dollar donor segment
- Define and set targets for volunteer-to-donor and repeat donor conversion goals
- Create and implement a marketing strategy that engages volunteers to become brand and experience ambassadors, which will lead to greater volunteer retention, recruitment, and donations.
- Design, implement, and execute successful marketing campaigns that lead to social media engagement and donations
- Develop and manage strategies to support SBP's volunteer donor engagement goals by designing, implementing and evaluating individual and corporate engagement experiences for year-round strategic partnership. Strategies may include affinity groups, ad hoc corporate engagement projects, and seasonal events and initiatives.
- Provide national fundraising support and design site-specific fundraising campaigns in order to help operating sites achieve fundraising goals.
- Position SBP's volunteer experience and creation of bespoke opportunities among current corporate/company partner audiences as well as new audiences.

- Contribute to the ongoing development of marketing message and materials to establish SBP brand and volunteer experience across the country.

Qualifications:

- Bachelor's degree in human services, social impact design, development, marketing, social work, public policy or related field required.
- At least two years' work-experience in marketing and development
- Comfortable and proficient speaking to a crowd of 50-300 attendees.
- Technology skills including expertise with Microsoft Office and database management; willingness to learn new applications and identify innovative ways for technology to support organizational objectives.
- Familiarity with asset-based and/or social impact design approaches to community development, volunteerism, corporate philanthropy and tutoring/mentoring.
- Project management skills: ability to multitask, problem-solve, prioritize, delegate, and create systems and processes.
- Candidates must have excellent interpersonal skills including but not limited to verbal and written communication, organizational, negotiation, and leadership skills as well as have great attention to detail.
- Solid relationship management skills enhancing internal organizational relations and external community interactions.

Performance Expectations:

- Display strong commitment to SBP's mission, values and ethos of innovation
- Translate broad goals into achievable steps to plan, design and implement eLearning plans and educational programs
- Demonstrate leadership and accountability in interactions with team members
- Adhere to the highest ethical standards in management and governance.
- Convey a professional and positive image and attitude regarding the organization and the not-for-profit sector.
- Demonstrate commitment to continued professional growth and development.
- Open and pro-active mindset, big picture thinking with ability to stay focused
- Demonstrates creative, practical problem solving and analytical skills

To apply, please submit a cover letter and resume by clicking [here](#).

SBP is an equal opportunity employer and adheres to all applicable city, state and federal laws regarding equal employment opportunity and hiring practices.

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.