



Regional Philanthropy Officer

Work for an organization where your career is a force for good! As one of the nation's premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. If you share our passion for helping people, join us in this excellent career opportunity.

Our Development positions are hybrid work positions where you will work remotely from home and attend meetings in the office as directed. Your attention will be focused on meeting in person with donors within the state of Louisiana. For your donor visits, you may reserve a Red Cross vehicle or be reimbursed for mileage using your personal vehicle.

The role:

- Identify, cultivate, solicit, and steward current and prospective individual donors (\$350K annual goal)
- Meet annual revenue target by working with an assigned portfolio of donors and prospects.
- Assist donors in creating meaning in their lives through giving to the American Red Cross.

What you'll need:

- Bachelor's degree or equivalent experience required.
- Minimum of five sales and/or fundraising experience required. Proven experience in developing strategies for donor retention growth and recapture and proven success with complex requests is required.
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- A current valid driver's license and good driving record is required.

The Team: Work with the development team to support the work within the Louisiana region.

What's in it for you:

We take care of you, while you take care of others. As a mission based organization, we believe our team needs great support to do great work. Our comprehensive benefits help you in balancing home and work. With our resources and perks, you have amazing possibilities at the American Red Cross to advance the learn.

- Medical, Dental Vision plans
- Paid Family Leave: 12 weeks paid at 80%
- PTO + Holidays
- 401K with 4% match
- Employee Assistance
- Service Awards and recognition
- Pay for Performance
- Disability and Insurance: Short + Long Term

Apply at www.redcross.org/jobs or at

https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Baton-Rouge-LA/Regional-Philanthropy-Officer---Individual-donors_RC59222.

Salary: \$72,000 – 75,000, plus a potential team annual bonus that ranges from 3.75% - 11.25% of your salary.

The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law

