



Senior Manager, Individual and Major Gifts

Position Available

The Food Research & Action Center (FRAC) is looking for a Senior Manager, Individual and Major Gifts for their Washington, D.C. headquarters. FRAC works to improve the nutrition, health, and well-being of people struggling against poverty-related hunger in the United States through advocacy, partnerships, and by advancing bold and equitable policy solutions. To attain this mission, FRAC engages in research, policy analysis and advocacy, coalition-building, outreach, technical assistance and training, and an array of communications strategies. In partnership with hundreds of national, state, and local nonprofit organizations, public agencies, corporations, schools, and labor organizations, FRAC addresses hunger and food insecurity, and poverty as their root cause. Currently, FRAC is operating remotely. When it is safe to return to the office, this position may require some in-person meetings and work.

The Senior Manager, Individual and Major Gifts, will assist in developing and executing a long-term fundraising strategy to significantly grow individual support for the Food Research & Action Center (FRAC) and its programs. Reporting to the Director of Development, the Senior Manager will be responsible for all stages of prospect and donor relationships, including cultivation, solicitation, and stewardship. In addition, they will use creative techniques to identify new sources of support, establish new methods for engaging donors, and orchestrate staff and board members to support major gift fundraising efforts.

What's Attractive to the Right Candidate?

- A seat at the table to help shape the organization's future - this position will work directly with senior management.
- You will be joining an effective, committed, high-performing group of colleagues who are well-regarded in the community.
- We are financially stable with a track record of effective fund development and a plan for continued growth.

Essential Functions/Primary Responsibilities

- Assist in developing and executing an individual giving strategy and program as a crucial component of the organization's revenue portfolio.
- Develop and manage a portfolio of donors and prospective donors, in collaboration with colleagues across the department and the organization.
- In collaboration with the Director of Development, pursue large, multi-year, sometimes complex gift commitments, including managing donor engagement, developing concepts or proposals, and finalizing written agreements, when needed.
- Work collaboratively with the Director of Development to engage board and staff members in the identification of new prospects, as well as the cultivation, solicitation, and stewardship of others.
- Serve as a strategic thought partner in the cultivation and solicitation of key donors.
- Plan and execute occasional cultivation, fundraising, and stewardship events to keep donors and prospects engaged.

- Maintain timely and accurate records in FRAC's CRM, Salesforce, according to department standards to ensure quality reporting and transparency.
- Demonstrated experience coordinating and supporting digital fundraising and donor cultivation initiatives to acquire, renew, and retain donors.

Requirements and qualifications

- Bachelor's Degree and/or relevant experience.
- At least five years of demonstrated front-line success in major donor fundraising, including routinely securing major gifts from individual donors and managing the entire donor life cycle, from prospecting/discovery to gift/renewal and ongoing stewardship.
- Consistent, demonstrated success in soliciting and renewing gifts with significant institutional impact by articulating a compelling case for support through multiple communication tools, including, but not limited to, written proposals, reports, budget documents, and verbal and visual presentations.
- Proficiency in Salesforce or other fundraising CRM is required.
- Proficiency in iWave or other prospect research tool is required.
- Strong analytical and prospect research skills.
- Outstanding oral and written communication skills.
- Commitment to diversity, equity, and inclusion.
- Ability to seek solutions independently and be entrepreneurial, as well as to build consensus and vision as a member of a team.

Salary and Benefits

Salary commensurate with experience; excellent health, dental, vision, retirement, and other benefits; generous leave; enthusiastic and supportive staff.

To Apply

Click [here](#) to submit a résumé, brief writing sample (no more than three pages), and cover letter providing a summary of accomplishments and experience.

No phone calls please.

Opening/Closing Dates

The position is available immediately. It will close when filled. However, FRAC seeks to hire a qualified individual as soon as possible.

FRAC is especially interested in candidates with lived expertise with hunger or poverty who can contribute to the diversity of the organization.

FRAC is an equal opportunity, affirmative action employer. FRAC is firmly committed to a policy against discrimination based on age, gender, race, religious creed, sexual orientation, disability, or ethnic or national origin.