



Position: **Manager of Philanthropy Engagement**
Reports to: **Chief Development Officer**
Status: **Exempt/Full-time**

All Faiths Food Bank is the only food bank and largest hunger relief organization in Sarasota and DeSoto counties, providing millions of meals each year through programs and partnerships with nearly 200 agencies throughout the community. All Faiths works not only to fight hunger today but also strives to end hunger - forever - by helping families and individuals gain long-term food security, enjoy better health outcomes, and achieve self-sufficiency. In 2020, All Faiths distributed nearly 22.5 million pounds of food, provided 60% more meals than the previous year, and rallied in the face of a 53% increase in new clients at food distributions due to the pandemic. For its efforts, All Faiths was honored as the 2021 "Nonprofit of the Year" by the Sarasota Chamber of Commerce; the organization was also recognized as a Top 4 Food Bank in the country in 2020. All Faiths is rated 4 stars by Charity Navigator and is a member of the Feeding America and Feeding Florida networks.

GENERAL FUNCTION

The Manager of Philanthropy Engagement is part of the Development Department and an active participant in a professional team devoted to securing significant gifts to further the mission of All Faiths Food Bank. The primary objective of the position is to cultivate and steward a portfolio of \$5,000+ major donors and prospects to deeper engagement and increased giving.

MAJOR RESPONSIBILITIES:

- Manage a portfolio of major gift donors and prospects capable of making gifts of \$5,000 and above focusing on incremental growth and new gifts.
- Create comprehensive annual donor proposals including general and program support that focus on the needs of the organization, tailored to the specific interests and capacity of donors.
- Through strategic donor conversations engage donors to join the Ending Hunger Society, AFFB's legacy program.
- In coordination with the Development Team, implement a donor stewardship plan which employs innovative methods to communicate AFFB's mission and impact with the goal to increase community awareness, engagement and financial support.

- Motivate and work with donors to host intimate donor salons with the intent to identify donor prospects.
- Create involvement opportunities for donors, such as tours, site visits, volunteer opportunities and special events.
- Work independently to organize and schedule appointments to ensure that targets for number of communications, personal visits, personal contacts and gift asks are met each month.
- Track all interactions with donors and prospects in DonorPerfect donor management software.

OTHER RESPONSIBILITIES

- Represent All Faiths Food Bank at designated functions.
- Present and speak on behalf of All Faiths Food Bank as needed
- Participate in internal training opportunities as well as external conferences and seminars to enhance professional development.
- Organize small donor gatherings when appropriate.
- Other duties as assigned.

QUALIFICATIONS

- Bachelor's degree with a minimum of five years fundraising experience with at least one year working with \$5,000 plus donors.
- Demonstrated success in building, managing relationships, cultivating, soliciting and stewarding donors.
- Proven ability to plan strategically and to successfully execute fundraising events.
- Proficient computer skills (Microsoft Office, DonorPerfect or other donor management software).
- Excellent presentation, verbal and written communication skills including networking and public speaking.
- Proven ability to manage multiple and varied tasks and projects .
- Goal and results motivated
- Superb organizational skills
- Detail- oriented
- Committed to serving vulnerable populations and ending hunger in the community served by AFFB.
- Acceptance of and commitment to All Faiths Food Bank's values, vision and mission.

All Faiths Food Bank is an Equal Opportunity Employer and fully committed to attracting and retaining diverse talent in order to better reflect the wide variety of experiences and views of the many different stakeholders with whom we are connected. We will invest in actively recruiting, engaging and fostering a diverse workforce and providing a work environment that promotes equity and inclusion.

We commit to providing policies, systems and a culture where our staff and those we serve will be afforded equitable access and opportunities to reach their full potential and feel valued, respected and supported.