

Opportunity – Director of Individual Giving

The Opportunity

The Director of Individual Giving, in collaboration with the Executive Director, staff, and board is responsible for raising more than \$500,000 annually from individuals and events. A senior leader at H.O.M.E., the Director of Individual Giving directs the individual fundraising strategy with the ED, engages and supports the board in fundraising, and manages H.O.M.E.'s donor communications, appeals and events. This position balances maintaining current donors with expanding H.O.M.E.'s donor base to diverse populations. The right candidate brings the philosophy that asking people for money is offering them the opportunity to invest in the work of an organization that improves individual lives and makes systems more just.

H.O.M.E.

Housing Opportunities and Maintenance for the Elderly (H.O.M.E.) is a one-of-a-kind Chicago organization that seeks to foster joy, connection, and independence for Chicago's low-income seniors, helping them maintain their independence by providing a home upkeep and repair service, shopping bus, moving assistance and three affordable apartment buildings where seniors can live comfortably in an intergenerational environment. Characterized by a warm and collaborative culture, solid programs and financials, a committed staff, board and donor base—all while receiving less than 10% of its \$1.7 million operating budget from state and federal sources—H.O.M.E. is well-positioned for the future. H.O.M.E. seeks to expand its unique intergenerational housing to the south or west sides of Chicago. Nearly 4 of 5 older Chicagoans who rent and more than 1 in 3 homeowners, especially women of color, are burdened by housing and health care costs and likely to live alone. This describes the population H.O.M.E. predominantly serves. H.O.M.E. promotes and supports age-inclusive communities to help alleviate racial inequity and social isolation.

Candidate Profile

The ideal candidate is a relationship builder who values inclusive and diverse communities. This individual is experienced in following fundraising strategies and asking for gifts through engaging and respectful appeals, visits, and events. This individual exhibits confidence and compassion, and is collaborative, an attentive listener, resourceful, results-driven, and willing to do what needs to be done, from securing the annual dinner sponsors to stuffing envelopes to speaking to community groups. This individual is outgoing and engages program staff, ultimately seeking to be at an organization where they know their efforts make a difference every day, the staff is a team, empathy for those served is genuine, and donors are partners in making change.

Requirements

- At least 2 years of direct fundraising experience, including asking people for gifts, and at least 5 years of professional experience
- Outstanding communication skills, versatile and able to write to a variety of audiences
- Flexible and adaptable
- Strong technical skills including database management (Raiser's Edge a plus), social media savvy, and presentation skills
- Values diverse and inclusive communities in all respects
- Bachelor's degree required
- Knowledge of urban neighborhoods
- A passion for the fundamental mission and vision of H.O.M.E.: respect for low-income seniors
- Commitment to a full-time position. Working remotely is not feasible given H.O.M.E.'s client base.

Compensation in the \$60,000 range with a generous benefit package. **To apply**, go to:

https://anchoradvisors.com/job_listing/director-of-individual-giving-senior-housing/