



## **Donor Relations Manager**

Post date: February 2017

Reports To: Director of Donor Relations

Exempt/Non-Exempt: Full-time, exempt

Location: Continental United States

### **About Care Net:**

Care Net envisions a culture where women and men faced with pregnancy decisions are transformed by the gospel of Jesus Christ and empowered to choose life for their unborn children and abundant life for their families. Acknowledging that every human life begins at conception and is worthy of protection, Care Net offers compassion, hope, and help to anyone considering abortion by presenting them with realistic alternatives and Christ-centered support through our life-affirming network of pregnancy centers, organizations, and individuals.

### **Position Focus:**

The Donor Relations Manager is responsible for the cultivation and solicitation of a portfolio of donors, including individuals and foundations.

### **Responsibilities:**

- Participate in all aspects of the giving cycle: research, prospecting, cultivations, solicitation, and stewardship.
- Initiate, analyze, monitor, evaluate, and alter strategic advancement plans.
- Articulate to donors and foundations in writing, phone calls, and in personal meetings Care Net's vision, mission, value proposition, case for support, and strategic initiatives.

### **Minimum Qualifications:**

- Between one and three years of direct solicitation (fundraising) experience or related experience, e.g. business development, sales, etc.
- Is a committed Christian, with a strong commitment and dedication to evangelism, the pro-life position, and the sanctity of the family
- Demonstrated ability to grow a portfolio or segment of donors or clients by building and maintaining long-term relationships with individuals and organizations being solicited
- Has the ability to work with a diversity of Christian denominations, backgrounds and traditions
- Has strong organizational, program, written and oral skills, and has experience in managing and tracking multiple prospects and donors
- Is computer literate in Microsoft Office applications, Google applications, and experience working with CRM applications.
- Has the ability to travel within the U.S. approximately 20% of the time.
- Bachelor's degree from an accredited four-year college or university.

To apply for this position, please email [jobs@care-net.org](mailto:jobs@care-net.org), with the subject line "Donor Relations Manager." Salary is commensurate with experience. Please include in your email:

- Cover letter
- Resume
- Statement describing your relationship with Jesus Christ (no more than 250 words)
- Statement describing your pro-life position (no more than 250 words)