

Title: Donor Relations Director

Organization: The Salvation Army

AFP-WNY Post Date: 12/1/2017

The Salvation Army, a non-profit Christian Organization dedicated to meeting human needs and serving as a transforming influence in the communities of our world, is seeking a **Donor Relations Director**. The Donor Relations Director will play an integral role in the success of the Western New York region's fund development efforts, specifically leading in all major gift strategies and communication. This includes managing major donor caseloads for local fundraising and managing a high end portfolio of donors and prospects within the Western New York region.

In this role, the Donor Relations Director will identify, cultivate, solicit, steward, and upgrade major gift prospects and donors, acting as the primary contact between The Army and all major donors. The successful candidate will work with program and command staff in order to serve the complete the fundraising needs of Buffalo Area Services.

The ideal candidate will have:

- proven expertise developing and managing relationships with major donors and
- meeting the annual goals for the major gifts program each year

Required competencies include:

- business acumen
- customer service orientation
- ambition
- follow through
- diplomacy
- listening
- self-confidence
- presentation skills
- basic leadership orientatio

The Donor Relations Director must be a team player and demonstrate a passion for the mission and values of The Salvation Army, and their commitment to our community.

Required:

- Bachelor's degree and 3-5 years of related experience
- Advanced computer skills (MS office suite and donor tracking software)
- a valid Driver's License
- exceptional written and verbal communications skills

Exceptional salary and benefits package. Qualified candidates may submit a resume and cover letter to MaryEllen Carlo at mecarlo@cpibn.com. Resumes will be accepted until January 12, 2018.