



Director of Donor Outreach

Dillsburg PA

The Director of Donor Outreach is responsible for building and maintaining relationships with key donors. This position works in collaboration with Executive Directors and management teams to build a philanthropic network of dedicated donors committed to our future. This position is also expected to expand on existing relationships to grow a strong and expanding circle of philanthropy.

Education and Experience Requirements:

- Bachelor's degree in Business or related field required
- Five to Ten years of developing donor relationships as Development Director or Major Gift Officer
- Prior experience working with seniors
- Knowledge of Raiser's Edge software
- Proven ability to cultivate, promote and maintain strong relationships with residents and leadership teams
- Ability to demonstrate prior success in increasing donations and gift dollars
- Experience with database management
- Ability to work independently or as part of a team

Responsibilities and Expectations:

- Responsible for potential donor identification and cultivating relationships
- Develop a portfolio of 10 active gift candidates at each assigned community
- Maintain a minimum pool of 20 potential donors
- Work with leadership to determine strategic fund-raising goals and identify needs
- Responsible for achieving established annual fundraising target
- Maintain knowledge of tax benefits in promoting annual, major and bequests/planned giving
- Ability to travel extensively and meet with residents and staff across the organization
- Work collaboratively with team to plan and coordinate events to support giving goals
- Help build donor database and maintain donor record updates
- Mine the data to identify new prospects

Presbyterian Senior Living is a large non-profit organization comprised of a variety of locations, services and levels of care. Our organization is dedicated to our mission to provide compassionate, vibrant and supportive communities and services to promote wholeness of body, mind and spirit.

Apply directly online at www.psl.org/jobs

Questions or inquires: Patty Holby, Talent Acquisition Manager pholby@psl.org