



Are you looking for a job that will have a positive impact in the lives of many people? Do you enjoy working in a healthcare environment? Do you want to support our mission of saving lives? Then, Miller-Keystone Blood Center may be the right fit for you!

At MKBC, we save lives every day by providing blood products to hospitals in PA and NJ. The **Senior Manager, Annual Giving and Partnerships** position provides strategic leadership for annual giving, donor stewardship, corporate partnerships, fundraising events, and grant activities in support of the Blood Center's philanthropic goals. The anticipated salary for this position is up to \$90,000 a year. In addition, Miller-Keystone offers the following to all full-time employees:

- Medical with prescription, Dental, and Vision Benefits
- Flexible Spending Accounts
- Life Insurance
- Long Term Disability Insurance
- Vacation, Personal and Sick Days
- Tuition Reimbursement
- Retirement Savings Plan
- And Much More!

Please apply directly through our careers page link at <https://hcsc.isolvedhire.com/jobs/1822729-168968.html>

What you will be doing:

- Lead annual giving strategies and campaigns, including annual appeals, Giving Tuesday, monthly giving, leadership giving, donor reactivation, and year-end fundraising initiatives to grow philanthropic support and donor retention.
- Develop and manage corporate partnerships, sponsorships, naming opportunities, and the Pennsylvania Educational Improvement Tax Credit (EITC) program, ensuring alignment with organizational priorities and community impact goals.
- Plan and execute fundraising and donor engagement events, including the annual Impact Awards, while overseeing sponsor cultivation, stewardship, recognition, and follow-up activities.
- Oversee donor stewardship and engagement programs, including acknowledgment processes, giving societies, sponsorship fulfillment, and donor communications to strengthen donor relationships and loyalty.

- Co-manage grant process, including proposal development, tracking, reporting, and coordination with internal stakeholders and external consultants.
- Maintain and analyze fundraising and donor data within the CRM system; prepare reports on campaign performance, donor retention, sponsorship revenue, and advancement opportunities to support strategic decision-making.
- Collaborate with the Chief Philanthropy Officer, internal departments, volunteers, and external partners to execute development initiatives, manage project timelines, support committee activities, and advance organizational fundraising goals.

What you will bring to the role:

- Bachelor's degree in business administration, Communications, Nonprofit Management, Marketing, Public Relations, or a related field required.
- Minimum of 7-10 years of progressive experience in fundraising, philanthropy, development, or donor engagement required.
- Minimum of three (3) years of experience in project coordination, program management, or administrative leadership required.
- Demonstrated experience managing fundraising campaigns, donor stewardship initiatives, corporate partnerships, sponsorships, or community engagement activities.
- Excellent written, verbal, and interpersonal communication skills and donor-facing communications.
- Strong organizational, analytical, and project management skills with the ability to manage multiple priorities and deadlines effectively.
- Proficiency with CRM/database systems, Microsoft Office applications, and other technology platforms relevant to fundraising and donor management.
- Experience collaborating with marketing and communications teams to support donor communications, promotional materials, and engagement initiatives.
- Certified Fundraising Executive Credential (CFRE) preferred

Additional information: This position reports directly to the Vice President of Communications and Chief Philanthropy Officer and is responsible for working the following schedule.

- The normal hours for this position are Monday-Friday (8:00 AM – 4:00 PM) on-site in our Bethlehem, PA office. Flexibility is required as some evening and weekend hours may be required to support events.
- The role involves regular local and regional travel (approximately 30–40%) to represent the organization at personal visits with prospects, at events, fundraisers, seminars, and conferences. A reliable vehicle, clear and valid drivers license, and ability to travel independently are required.

EEO Statement

HCSC, Inc & Affiliates is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.

This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. HCSC, Inc & Affiliates makes hiring decisions based solely on qualifications, merit, and business needs at the time.