

## Manager of Individual Giving and Corporate Sponsorship

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### Who we are:

Physicians for Reproductive Health (PRH), a network of doctors across the country, works to improve access to comprehensive reproductive health care. We do this by mobilizing and educating clinicians, speaking with the media, and advocating with our policymakers to achieve a vision of person-centered health care that is safe, supported, and accessible. The current social and political climate requires that PRH remains steadfast in confronting attacks on access to reproductive health care and related progressive issues, yet nimble and creative in responding to those assaults.

- We bring the physician's distinctive voice to discussions about and debates over reproductive health care, ensuring that the people we serve are centered and prioritized.
- We provide leadership and tools so that physicians can speak up and take action to advocate for the communities they care for.
- We use scientific expertise, medical evidence and lived experience to influence legislation, medical practice, and public opinion.
- We advocate for comprehensive reproductive health as a core part of all medical curricula.
- We train doctors to educate their colleagues and other health professionals on best practices in reproductive and sexual health care.
- We offer the strength of our network to physicians all over the world.
- We work to ensure that equity and justice is the foundation of our work, including a commitment to racial justice and it is applied to organizational operations, including internal processes and infrastructure.
- We maintain a workplace culture that attracts, retains, and motivates a diverse staff, deepening and strengthening a culture of inclusion and equity within the team and across the entire organization.

To learn more about PRH, please visit us on the web at <http://www.prh.org>.

### How you'll contribute:

The Manager of Individual Giving and Corporate Sponsorship will contribute to the overall success of the organization by leading strategies and programs that meaningfully engage PRH's individual and corporate donors and increase their understanding of and commitment to PRH's work. This individual will play a critical role in the organization's ability to move individual donors and corporations to be bolder in their commitment to shifting practices and creating community-led solutions. The ideal candidate will bring creativity and fundraising experience raising more than \$100,000 from individuals and corporate organizations.

Reporting to the Senior Director of Development, the Manager of Individual Giving and Corporate Sponsorship, is a full-time, integral member of PRH's Development team.

### **Fundraising:**

- Develop and execute strategies for soliciting, cultivating, and stewarding individual donors and corporations, nationally, in alignment with PRH's overall fundraising goal.
- Collaborate on the design and management of prospect research, moves management, and portfolio management processes.
- Manage a personal portfolio of 50-75 donors, building close relationships and soliciting individual and multi-year gifts.
- Lead the execution of individual giving campaigns, including PRH's President's Council, and work closely with the Assistant Director of Annual Giving and Donor Analytics on appeals.
- Identify and assess corporate organizations that align with PRH's values and goals and develop relationships through systematic cultivation.
- Actively solicit and secure sponsorships to reach sponsorship goals for annual fundraising event, Voices of Courage.
- Oversee sponsor benefit fulfillment, invoicing, and payment collection as needed for event sponsorship.
- Work alongside the Development team on the execution of fundraising events.
- Track and report results of campaigns, adjusting strategies as needed with support from the Senior Director of Development.
- Enlist, encourage, train, and support all staff members to meet with donors, creating opportunities to education and deepen relationships.
- Serve on team for the creation of the Annual Report.

### **Donor Education:**

- Educate, inform, and, as appropriate, challenge our individual donors to deepen their level of connection and commitment to PRH campaigns and overall work.
- In collaboration with PRH's Communications team, develop content that can effectively educate and move individual donors and corporations.

### **Other Activities:**

- Ensure individual donor and corporate contributions adhere to gift acceptance policies.
- Participate in reconciliation work with the Finance team.
- Help on special projects as assigned.

### **What you'll bring**

- Bachelor's degree or a minimum of 4 years of relevant fundraising experience.
- Demonstrated experience creating and implementing major donor strategies that motivate donors to increase their commitment to resourcing PRH's movement.
- Ability to prioritize competing tasks and deadlines.
- Ability to pivot to meet current events and organizational needs while maintaining attention to detail.
- Proficient written and verbal communication skills with experience in Microsoft applications such as Excel, PowerPoint, and Word. Experience with EveryAction and Asana, a plus.
- Enthusiasm for building rapport with people inside and outside of the organization.
- Full understanding of how to leverage relationships, special events, and programs to develop donor prospect pipelines.

- Willingness/ability to honor confidentiality of information, make ethical decisions, and use sound judgement.
- Comfort or experience with remote office environments.
- Ability to travel occasionally.
- Strong commitment to reproductive health, rights, and justice; demonstrated commitment to and experience working on gender and racial equity centering communities of color in their approach to the work.

### What you'll experience:

PRH's model for organizational operations, including internal processes and infrastructure, are deeply grounded in equity, including a focus on racial, gender, and economic justice. We maintain a workplace culture that attracts, retains, and motivates a diverse staff, deepening and strengthening a culture of equity and inclusion within the Development team and across the organization and its programs.

PRH offers a remote working environment with a flexible 35-hour work week. Additionally, PRH offers medical (including sponsored dependent and family plans) dental and vision insurance, unlimited paid time off, holidays, 401k retirement plan with company matching contributions up to 3%, and parental leave benefits.

The salary range for this position is \$75,000 to \$85,000.

### To Apply:

To apply, please email your CV and cover letter to [recruiting@prh.org](mailto:recruiting@prh.org). Applications are reviewed until the position is filled. Please indicate Manager of Individual Giving and Corporate Sponsorship in the subject line. No phone calls, please. HR will only contact successful candidates. Applications are reviewed until the position is filled.

*Physicians for Reproductive Health is an equal opportunity employer, committed to attracting, developing, and retaining exceptional people. We welcome and safeguard applicants and employees from discrimination for all positions on the full spectrum of education, experience, age, race, creed, color, national origin, pregnancy, sexual orientation, gender identity, religion, disability, gender expression, ancestry, marital status, parental status, veteran status or other military status, citizenship status, genetic carrier status, genetic information, or other non-merit based factors and characteristic protected by federal, state, or local law.*