



Director of Donor Impact

Full-time Exempt Position | Reports to Executive Director

Position Summary

The Director of Donor Impact is responsible for identification, research, cultivation, and solicitation of major donors. The primary objective of the Director of Donor Impact is to connect donors' interests, passions, and values with the mission, programs, and strategic goals of Providence Animal Rescue League, helping donors make an impact that is most meaningful for them.

Responsibilities

- Identify and nurture potential major gift prospects, crafting compelling proposals and conducting direct solicitations.
- Offer guided tours of the shelter, fostering positive relationships with operations staff to facilitate tours and demonstrations as needed.
- Collaborate closely with fundraising and communications counterparts to align messaging and donor targeting according to organizational funding objectives.
- Record and track donor interactions using CRM tools such as Salesforce for Nonprofits.
- Oversee the acknowledgment process for major donors.
- Forge strategic partnerships with community stakeholders, including leaders, human-service organizations, adopters, volunteers, and businesses, to advance fundraising and strategic objectives.
- Conduct thorough research to pinpoint potential major gift prospects utilizing Donor Search and other relevant tools.
- Manage major gift solicitation expenses in accordance with established budgets.
- Serve on the board of director's development committee as liaison between development efforts of the staff team and committee participation.
- Supervise a dedicated development coordinator on a full-time basis.
- Deliver programs, presentations, and training sessions to staff and the community upon request.
- Contribute actively to meetings and engagements as a valued member of the leadership team.
- Fulfill additional responsibilities as delegated by executive director.

Requirements/Qualifications

- Demonstrated professional experience in relevant fundraising endeavors with a successful history in major gift solicitation.
- Familiarity with accessing, utilizing, and managing donor databases is advantageous.
- Demonstrates exceptional interpersonal skills, thrives in public speaking settings, and finds renewed energy through sustained conversation and engagement with others.
- Previous experience in animal welfare is beneficial; comfort working with/around various companion animals and a willingness to enhance skills in this domain as needed is essential.
- Must hold a valid driver's license and have access to a registered vehicle.

Working Conditions

Work conditions encompass exposure to high noise levels, zoonotic diseases, cleaning agents, and allergens like hay, animal dander, and peanut butter. The individual in this role must frequently move throughout the shelter and regularly utilize a computer and other office equipment.



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Availability

- This is a full-time, exempt position with some remote work approved on a case-by-case basis.
- Hours are expected to be consistent and are generally M-F 8am-4:30pm; some flexibility in daily reporting hours may be available.
- Must have ability to travel locally using own car on a regular basis for meetings, events etc.
- Schedule may include occasional evening or weekend work.

Salary and Benefits

- Salary range \$75,000-\$85,000 commensurate with experience.
- Up to 144 hours of paid time off
- Health, Dental, and Vision Insurance through Blue Cross Blue Shield; 80% paid by PARL
- Professional development opportunities
- Industry-related licenses/certification fees paid by organization.
- Simple IRA with organization match of 3% contributed from gross pay.
- Access to Employee Assistance Program
- Medications, food, and supplies for any of your animals can be purchased from PARL's at cost

To Apply

Please send cover letter and resume to Rebecca Baylies at rbaylies@parl.org

Equal Employment Opportunity

The Providence Animal Rescue League provides equal opportunity in all of our employment practices to all qualified employees and applicants without regard to race, color, religion, gender, national origin, age, disability, marital status, sexual orientation, military status, or any other category protected by federal, state, and local laws. This policy applies to all aspects of the employment relationship, including recruitment, hiring, compensation, promotion, transfer, disciplinary action, layoff, return from layoff, training, social, and recreational programs. All such employment decisions will be made without unlawfully discriminating on any prohibited basis.

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