



## Vice President of Philanthropy - Donor Relations

### Second Harvest's Mission:

Fighting hunger, feeding hope: Second Harvest brings community resources together to feed people in need through empowerment, education and partnerships.

### Purpose of Position:

- Second Harvest believes all people should have access to plenty of nutritious food.
- Financial donors are central to funding Second Harvest's mission-critical work that gets food to where it's needed most throughout 26 counties in Eastern Washington and North Idaho.
- The Philanthropy team works together to earn and sustain financial support from our community to serve people facing hunger in the region.
- The Vice President of Philanthropy - Donor Relations guides the frontline fundraising team that builds and supports relationships with individual donors, corporations and other organizations, helping them create the positive impact they desire.

### Job Description:

- Full-time position at Second Harvest's Spokane Hunger Solution Center
- Senior member of the Donor Relations team who develops a comprehensive work plan to engage major gift donors, support a portfolio-based fundraising model and oversee a team of frontline fundraisers
- Leads and supervises the donor relations team, who are responsible for prospecting, cultivating and stewarding major donor relationships—connecting donors with their passions
- Guides the team to maintain current and detailed records in the donor database, which includes all meaningful management activities
- Works collaboratively to organize, manage and grow fundraising revenues through a range of strategies aimed at securing major and planned gifts
- Performs all other duties and responsibilities as assigned or as necessary

### Qualifications:

- Good communication is essential. Strong candidates possess strong interpersonal skills and are excellent communicators, in both written and oral form.
- Applicants should have a demonstrated knowledge of direct fundraising, possess cultural sensitivity and value relationships.
- Experience with relationship-based fundraising model is preferred.
- A bachelor's degree in a related field or 8 years of relevant experience and/or education is required.
- Successful Second Harvest employees are engaged in our hunger-relief mission, enjoy challenging work and thrive on strong teams.
- Individual must have valid driver's license.

### How to Apply:

- Apply online with resume and cover letter at [2-harvest.org/applyhere](https://2-harvest.org/applyhere)

### Other Information:

- Candidate must pass a pre-employment background check and motor vehicle report.
- Salary range is \$70,000-\$75,000, plus excellent benefits.

All qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, creed, marital status, age, the presence of any sensory, physical, or mental handicap, status as Vietnam era veteran or disabled veteran, or because of an individual's sexual orientation.