Director of Individual Giving

Do you believe that innovation drives results and passion overcomes obstacles? Then join a fast-paced, mission-driven organization with a decidedly entrepreneurial spirit.

**Points of Light** (POL), the world’s largest organization dedicated to volunteer service – mobilizes millions of people to take action that is changing the world. Through affiliates in 250 cities and partnerships with thousands of nonprofits and corporations, Points of Light engages 4 million volunteers in 30 million hours of service each year. We bring the power of volunteers where it’s needed most. For more information, go to [www.pointsoflight.org](http://www.pointsoflight.org).

**Position Summary:** The Director of Individual Giving will lead and manage fundraising efforts to develop and grow relationships with individual donors of all levels. Through these efforts, the Director will work with the Chief Development Officer and senior team to solidify an individual giving strategy, raise awareness of Points of Light, deepen understanding of our efforts and our theory of change, and increase donations from individuals across the country.

This position will have a particular emphasis on major donor partnerships, fundraising events, and developing new revenue streams. The Director is responsible for annual fund-raising goals associated with these activities as assigned by the Chief Development Officer.

**Reports to:** Chief Development Officer  
**Location:** Atlanta

**Responsibilities**

- **Major Gifts: Solicitation, campaign support and donor administration.**  
The Director is responsible for helping the organization meet annual fundraising goals associated with major individual gifts. The Director will work with the Office of the CEO, the Chief Development Officer, the Board of Directors, and other Points of Light leaders to identify potential financial champions and ambassadors for the organization and support/lead solicitation efforts.

In celebration of POL’s 25th Anniversary in 2015, POL is leading a major donor campaign. The Director of Development will join a small campaign team and serve a critical role in soliciting and managing donor engagement and stewardship (with an anniversary fundraiser in Houston in October). In 2016 and beyond, the Director will lead and manage individual giving efforts associated with the annual Tribute event (Washington DC). In addition, the Director may be asked to support to fundraising activities associated with generationOn’s annual Benefit (New York).

The Director will work with the Special Events team to coordinate major gift cultivation efforts with annual fundraising events. The Director will ensure effective systems are in place to provide appropriate recognition and reporting for major gifts and to manage effective and timely communication with individual donors and prospects.
• **Annual Campaigns and Donor Communications:**  The Director will identify new individual giving strategies, delivery channels and market segments, and will develop goals and campaigns to capitalize on those opportunities.

The Director will lead efforts to plan and execute annual board and individual appeals, including direct mail, online giving and social media, working with cross-functional teams to develop materials and messaging to support each campaign/communication.

The Director will help us update our current database, evaluate strategies, track progress, course correct and meet goals as needed to ensure success.

The Director will manage ongoing communication efforts with individual donors and other stakeholders, developing new communications tools and strategies as needed. The Director will drive process improvement around our management of donor communications.

• **Other:**  POL is in a growth mode associated with its individual giving strategy.  We are looking for a self-starter who is a strong internal and external collaborator, and has the capacity and skills to help significantly expand Points of Light’s current individual donor base, and be open to other duties as assigned.

**Qualifications:**
- Demonstrated track record of success in individual giving/major gifts fundraising, with a minimum of 5 years applicable experience
- Knowledge of SalesForce or other CRM donor management systems
- Creativity and collaborative or consultative “selling” style
- Demonstrated ability to think and act strategically
- Strong communication and interpersonal skills
- Exceptional written and verbal communication skills with a proven ability to invest stakeholders in a clearly defined vision of organizational success
- High attention to detail
- Evidence of leadership ability with a bias for hands-on leadership
- Demonstrated ability to operate in a flexible, entrepreneurial environment
- Minimum of B.A. Degree

**Compensation:** Salary will be competitive and commensurate with experience; excellent benefits.

**Email cover letter and resume in confidence to:** resumes@pointsoflight.org  Points of Light, Human Resources, 600 Means Street NW, Suite 210, Atlanta, Georgia 30318.  Please use DirectorIndivGiving as your subject line. No phone calls please.