

Donor Engagement Position

THE ALLIANCE

The Alliance is a united movement of organizations and individuals working together to serve vulnerable kids and families in the Greater Sacramento Area.

Our Mission is to prevent and heal childhood trauma by leveraging the power of collaboration. The Alliance accomplishes this by CONNECTING local agencies, nonprofits and churches with each other and valuable resources, MOBILIZING the community to make a difference, and EQUIPPING people to support kids in trauma-informed ways. The Alliance serves current/former foster youth, resource & adoptive families, single parents, families in crisis, refugees resettling locally and any child with trauma history.

DONOR ENGAGEMENT RESPONSIBILITIES

We are seeking a highly motivated and experienced nonprofit advancement/gift officer to join our team. As a Donor Engagement Specialist, you will be responsible for developing and implementing strategic fundraising plans to increase community support for The Alliance and all our events/programs.

- **Qualifications/Prerequisites:**
 - Bachelor's degree in a related field (e.g. nonprofit management, fundraising, business administration) & a desire to serve vulnerable kids & families
 - At least 3 years of experience in sales/nonprofit fundraising, with a proven track record
 - Strong interpersonal, communication, and project management skills
 - Ability to work independently and as part of a team
 - Knowledge of fundraising principles and techniques
 - Familiarity with donor management software and other fundraising tools
- **Job Duties:**
 - Identify and cultivate relationships with new donors
 - Implement donor recognition programs and maintain relationships with existing donors
 - Increase donor retention and secure major gifts/sponsorships
 - Manage the donor database to ensure accurate recordkeeping
 - Plan and execute donor events alongside our team
 - Develop fundraising campaigns
- **Expectations:**
 - Attend weekly staff meetings in-person (Wednesdays from 1-2:30pm)
 - Available to work occasional nights/weekends based on donor availability
- **Hours/Salary:** 20-30 hours/week, salary based on qualifications and past experience
- **Benefits (Available after 90 days of employment)**
 - Flexible working hours
 - Paid time off (vacation time and sick time)
 - Simple IRA with 3% company match

FOLLOW UP

- If you meet the above requirements and are interested in this opportunity, please submit your resume/questions to our Associate Director, **Jen Esparza**, at jen@defendingthecause.org.