



**Regional Philanthropy Officer, Foundation Giving
Gulf Coast Region**

As one of the nation's premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. If you share our passion for helping people, join us in this excellent career opportunity.

We are looking for a Regional Philanthropy Officer who will meet fundraising goals and objectives and focus on our foundation donors and partners to serve our mission. In this role, you will identify, engage, cultivate, solicit, and steward current and prospective regional donors in expanding their financial support of the work of the American Red Cross. *This is a hybrid role where you will meet with donors in person throughout the gulf coast area as well attend meetings in the Houston office.*

What you need to succeed:

- Bachelor's degree or equivalent experience required.
- Minimum five years of sales and/or fundraising experience required.
- Proven experience in developing strategies for donor retention, growth, and recapture, and proven success with complex requests is required.
- A current valid driver's license and a good driving record is required.

What will give you the competitive edge:

- Private foundation and grant-writing skills are highly preferred
- Expertise with the Houston funding community, highly desirable.
- Knowledge of current trends in philanthropy.
- Collaborative leader who focuses on accuracy, consistency, and best practices

Compensation: *The position offers a base salary of \$85,000-90,000. The role is eligible to participate in an incentive plan based on annual individual and organization performance.*

The American Red Cross is a diverse nonprofit organization offering its employee's professional development and growth opportunities, a competitive salary, comprehensive benefits, and a collaborative team spirit environment. To be considered for this position, please visit www.redcross.org/jobs to apply, search for requisition **RC79922** or select the following link: https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Houston-TX/Regional-Philanthropy-Officer--Foundation-Giving_RC79922.

The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.