

Good Reason Houston

Manager of Individual Giving | Advancement Team

About Good Reason Houston

Good Reason Houston is a nonprofit that champions a bold, community-wide vision to accelerate progress within districts and promote courageous decision-making to change the trajectory of school performance. The organization is on a mission to increase the number of students learning in great schools so that every child, in every neighborhood, excels in a world-class public school and thrives in the Houston of tomorrow. To learn more, visit <http://goodreasonhouston.org>

About the Role

Good Reason Houston is in the midst of a multi-year plan to increase the number of students learning in high-performing schools, raising \$80-\$120M over the next 5 years. Good Reason Houston is seeking a Manager of Individual Giving who is results-oriented, passionate about fundraising, and excited about working in a start-up environment to improve education for all children across Houston. The Manager of Individual Giving, a key member of the Advancement Team, will be responsible for growing a portfolio of individual donors by implementing strategies for the identification, cultivation, solicitation, and stewardship of prospects. A dynamic frontline fundraiser, the Manager of Individual Giving will work closely with the Chief Advancement Officer (CAO) and collaborate with the advancement, program, and communications teams to craft proposals, donor engagement activities and stewardship reports.

Primary Responsibilities

Portfolio Management (80%)

- In partnership with the CAO, develop and launch a multi-year strategy for ambitiously increasing the size and number of individual gifts to Good Reason Houston
- Grow a portfolio of individual donors by identifying, researching and qualifying prospects
- Set a strategy (cultivation, solicitation, and stewardship) and execute on an action plan for your portfolio of 75-125 prospects
- Support the CEO and CAO with their donor portfolios by identifying prospects and conducting research, preparing briefing materials and proposals, and ensuring prompt follow-up to close gifts
- Personally take meetings, and prepare the CEO and senior leadership to take meetings, with individual champions in your portfolio
- Oversee stewardship of a high-quality donor experience through correspondence, donor engagement, professional proposals, mailings and acknowledgments
- Collaborate with the CAO and Public Affairs team to implement donor cultivation and stewardship events

Development Operations (20%)

- Efficiently track and monitor communications, actions, events, and commitments in the database for donors in the portfolio
- Develop and maintain systems to communicate progress to goals and strategies
- Be an active participant in a team-based fundraising department and provide additional assistance to other development staff members when possible

Perform other duties as assigned.

Our Team

Along with our team's core beliefs, the team traits listed below were generated by the team to capture what it looks like in action when our team is operating at our best.

We embrace and drive change.

We are flexible and fierce.

We operate with a bold bias toward action.

We fess up when we mess up.

We dare greatly and engage humbly.

We grow as we go.

We turn up the love when we turn up the heat.

We root for each other.

Our team traits shape our organizational culture and provide a shared set of expectations and language. We believe that operating in alignment with these traits makes us better positioned to meet our goals, build trust, and maintain an open work environment across all members of the team

Qualifications & Key Attributes

- Bachelor's degree required
- Minimum 3-5 years of professional work experience required, with nonprofit fundraising experience highly preferred
- A track record of developing and maintaining strong relationships with and among a diverse group of stakeholders
- Strong written and oral communication skills, including attention to clarity, persuasiveness, nuance, and tone
- High level of initiative, creativity and energy
- Ability to work independently and as part of a team, under deadlines, without close supervision; self-direction in the initiation, coordination and completion of tasks, acute attention to detail is essential
- Knowledge of industry standards, current trends, and best practices
- Experience using donor database, such as eTapestry, Blackbaud, Salesforce, etc., highly preferred
- Excellent organizational skills, with a demonstrated commitment to meeting a high bar and a history of getting things done even in the face of obstacles and ambiguity
- Experience managing multiple projects and ability to manage teammates, volunteers, and stakeholders on short-term projects
- Ability to be flexible and adaptable in changing environment
- Passion about Good Reason Houston's mission and how this position contributes to the organization's success

The Ideal Candidate:

- You're a true people person with an outgoing nature. You're a self-starter and are driven by results.
- You make donors feel valued because you're sensitive to their needs. You're also not afraid to move from friend-raising to fund-raising when it's time to make the ask.
- You are comfortable using a donor database, prospect research and other wealth screening tools to aid in your moves management process.
- You have honed your writing and speaking skills and use them to compel individuals to action.
- You are both a big-picture thinker, developing new strategies for raising funds, and also highly detail-oriented, such that you follow through on responsibilities and are always prepared

- People are inspired by both your enthusiasm and determination. You bring people in line with a vision and motivate them to reach goals.

How To Apply

To submit an application for this position, please [apply here](#).