

**Donor Relations Director
The Salvation Army Empire State Division**

The Salvation Army (The Army) is an International, Evangelical Christian Church dedicated to providing individuals worldwide with spiritual, physical, social and emotional support. The Army focuses on mission-driven programs and service delivery designed to meet the needs of each local community. These programs include human service programs, homeless projects, feeding programs, pre-school and after school care programs, shelters, disaster relief, senior programs, as well as The Salvation Army denominational activities. The Empire State Division is in the Eastern Territory, one of the four U.S. geographic service areas. The Empire State Division Headquarters (DHQ) is located in Syracuse, New York and is the administrative unit which provides programs and services to thousands of people annually throughout 48 Upstate New York counties, plus Sayre, Pennsylvania. The Donor Relations Director will be based in the Rochester area and will focus on donors throughout all of New York State except Buffalo, Syracuse, the lower Hudson valley, Manhattan and Long Island.

The Donor Relations Director (DRD) will play an integral role in the success of the Empire State Division's fund development efforts, specifically leading in all major gift strategies and communication. The DRD will report to the Divisional Development Director and will bear the primary responsibility for managing major donor qualified caseloads for Divisional fundraising. He/she will be develop a caseload of 150 qualified major donors from the pool of existing supporters, working with previously identified major gift donors and prospects within a specified geographic area. In this role, the DRD will qualify, cultivate, solicit, steward, and upgrade major gift prospects and donors, acting as the primary contact between The Army and major donors.

The Salvation Army Empire State Division seeks a dynamic, entrepreneurial and professional leader with a minimum of three years experience in a highly productive and progressive development and communications program within the nonprofit sector. Preference is given to those who have served in a faith-based organization and possess a working knowledge of the Syracuse/Rochester area philanthropic community. It is imperative that this individual fully embrace the mission of The Salvation Army. The Donor Relations Director will be creative, energetic and aggressive, with the ability to identify and develop opportunities for donors and The Salvation Army to come together.

The successful candidate will also have:

- A Bachelor's Degree with relevant advanced training or degree desired.
- Career track record that shows stability with an organization and a demonstrated ability to develop, nurture and build relationships with diverse individuals.
- A high level of comfort with direct donor interaction, including discussions of personal and family finances and asking for money is a must.
- Advanced understanding of resource development systems and the professional knowledge necessary to achieve department objectives.

The Salvation Army offers a competitive salary and an excellent benefits package.

To Apply

This search is being managed by Heather Eddy, CFRE, President and COO, Alford Group Executive Search. Interested candidates should apply online at <http://ag-es.kintera.org/applicant>.

Questions may be addressed to Claire Waiksnoris at cwaiksnoris@alford.com. All inquiries will be held in strict confidence.