



## **SENIOR MANAGER, INDIVIDUAL GIVING**

The Seamen's Church Institute (SCI) is North America's largest mariners' service agency, with an annual operating budget in excess of \$8 million. Founded in 1834, SCI provides pastoral care services, maritime education and training, and mariner advocacy for the workers who transport billions of tons of cargo each year across the world's oceans and along our nation's inland waterways.

SCI seeks a dynamic fundraising professional to elevate and expand our individual donor program. Reporting to the Director of Advancement and Strategic Initiatives, the Senior Manager of Individual Giving will play a key role in shaping and executing the strategy for our annual giving efforts. This position is responsible for growing the number of annual donors, increasing the size of individual donations, and successfully converting annual donors into future campaign contributors. Additionally, the Senior Manager will collaborate with leadership to support planned and major giving initiatives, contributing to the overall success of our fundraising goals.

### **Responsibilities**

- Collaborate with the Director to develop and refine strategies for multi-level individual giving, enhancing donor engagement and revenue growth.
- Oversee the planning and expansion of cultivation events and donor engagement opportunities.
- Partner with the Director to implement the individual giving pipeline, driving increased donations, revenue, and new donor acquisition.
- Manage and grow a portfolio of donors and prospects, fostering relationships to maximize support.
- Oversee timely, tailored donor acknowledgments.
- Assist the Director in preparing for donor meetings and solicitations, providing necessary materials and strategic input.
- Create compelling major gift proposals, including budgets, data, and materials tailored to potential donors.
- Plan, execute, and manage segmented mail, social media, and email campaigns for targeted donor groups.
- Collaborate with data staff to maintain accurate prospect and donor records.
- Attend and participate in SCI events, as needed, to foster donor relationships and support fundraising efforts.

### **Essential Skills, Abilities, and Requirements**

- 7-10 years of experience in individual fundraising within a nonprofit environment (social service, education, or similar sectors).
- Understanding of the organization's mission, values, and goals, with the ability to translate these into effective donor communication.
- Excellent interpersonal and presentation skills, with the ability to build and sustain relationships with diverse stakeholders.
- Exceptional writing skills, with the ability to craft compelling fundraising proposals and materials aligned with organizational goals.
- Strong organizational and time-management skills, with the ability to prioritize tasks, meet deadlines, and deliver high-quality results.
- Proven experience in measuring outcomes and analyzing fundraising performance.
- Problem-solving mindset, with the ability to collaborate with a team and offer supportive solutions.
- Advanced technical skills in Microsoft Suite and RENXT.
- Willingness to travel occasionally to attend SCI fundraising events.
- Flexibility to take on additional responsibilities as needed.

This full-time position will be remote. The salary range is from \$95,000 to \$110,000. The position will require occasional visits to our NYC, Port Newark, NJ, Paducah KY, and Houston, TX facilities. SCI offers a competitive salary, generous paid leave, comprehensive insurance options, and matching 403(b) retirement savings plan. Candidates in the NYC area preferred.

Interested candidates should contact SCI's Director of Human Resources at [HR@seamenschurch.org](mailto:HR@seamenschurch.org).