

job description

Individual Giving Director

**Overview:** Susan G. Komen San Diego is San Diego County’s largest funder of free breast cancer services, treatment~~s~~ and support. As a national organization, Susan G. Komen is the world’s largest private investor in breast cancer research. The Individual Giving Director, a new position, will create and implement strategies that accelerate the organization’s 5-year strategic revenue diversification plan. The Individual Giving Director interacts with the Board of Directors, community leaders, donors, staff and volunteers.

**The Job:** We are searching for a dynamic, passionate individual to be part of our growing organization.  This brand-new position comes with the excitement of a start-up.  You will be empowered to unleash your creativity while working with a team that believes that your success, and the team’s success, depends on freedom to create, hard work, determination, accountability, results orientation and fun. The successful applicant will build this positon from the ground up, with support from our small staff and consultant team. She/He will define clear and measurable targets to:

* Create, design, implement and manage a comprehensive individual giving program, including researching current donors while identifying, qualifying, engaging, cultivating, soliciting and stewarding individual prospects and donors;
* Work with consultant resources to manage Komen’s major giving program, the Circle of Influence;
* Manage a pilot program for planned giving headed by Komen’s national organization; and
* Work in partnership with staff and consultants to achieve the Komen San Diego’s financial goals.

**Qualifications:** The ideal candidate will be a dynamic and passionate action-oriented driver of change who:

* Uses traditional and innovative ways to engage donors;
* Has 7 to 10 years of experience managing multiple aspects of a comprehensive giving program that resulted in five-, six- and seven-figure contributions;
* Is experienced with special events, direct response, sustained giving campaigns and planned giving;
* Holds a bachelor’s degree; and
* Has proficiency in Salesforce (or similar database software) and MS Office Suite.