



## **ANNOUNCEMENT: Position Opening**

### **SENIOR PARTNERSHIPS MANAGER or PARTNERSHIP MANAGER**

Location: New York, Washington, D.C. or San Francisco preferred

#### **About Futures Without Violence**

For nearly 40 years, Futures Without Violence (FUTURES) has been passionately dedicated to ending all forms of violence against women, children and those most vulnerable to violence. From domestic violence and child abuse and trauma, to bullying and sexual assault, our groundbreaking programs, policy and advocacy, and public action campaigns are transforming social norms, helping survivors heal, and preventing violence from occurring. Our work has spurred radical change and lasting results, including contributing to a 60% drop in U.S. rates of intimate partner violence in recent years. FUTURES was at the fore of the movement to pass the very first Violence Against Women Act, which has provided a lifeline for thousands of survivors and their families for decades. We have received the highest marks from Guidestar and Charity Navigator (a 4-star rating for 13 years and counting), as well as other awards and recognition cited [here](#). Our movement stands at a defining chapter and it is an incredibly exciting time to join our team and be in the forefront of change!

#### **About Position**

FUTURES seeks an creative, collaborative, and entrepreneurial leader and fundraising strategist to help shape our engagement program with annual fund donors and constituents (both digital and other means of relationship building). This new position will serve as a valued strategist for the fundraising program. Specifically, the position will be responsible for building a comprehensive engagement program (identification, cultivation, solicitation, stewardship) that inspires and deepens engagement and increases commitments of donors and other stakeholders.

The individual will be a passionate spokesperson for our mission and have a public-facing role on digital platforms. Incumbent will come to the position with experience in fundraising and/or digital fundraising, and a deep respect for building meaningful relationships with our partners and allies who are passionate about ending domestic and sexual violence. The position will collaborate closely with the organization's Chief Partnership Officer (CPO), as well as the public engagement, finance, and communications teams.

#### **JOB RESPONSIBILITIES:**

- **FUNDRAISING**
  - Relationship Management:
    - Manage a portfolio of annual fund/giving donors who have the capacity to give \$5,000 or more
    - Set goals for deepening engagement and giving from existing and targeted lapsed donors
    - Proactively seek opportunities to grow FUTURES' base of support, through connections with new/prospective donors
    - Build mission-driven relationships with all donors and partners grounded in integrity and transparency
  - Digital Fundraising:
    - Develop and implement digital fundraising campaigns and appeals to welcome new donors to the FUTURES community, and engage, cultivate, steward, and deepen engagement of existing donors

and e-constituents across digital channels (e.g. email appeals, webpages, social media, and more) with a goal of maximizing long-term revenue and support for our mission

- Design and carry out a digital fundraising plan/calendar with e-constituents, ensuring they receive regular inspirational and compelling communications, opportunities to give, and other engagement opportunities to take action
- Track and monitor progress, with a focus on maximizing return-on-investment and creative problem-solving
- Meet and/or exceed an annual revenue goal established in partnership with the CPO

- STEWARDSHIP

- Oversee and execute donor stewardship program, thanking donors for their investments, including timely acknowledgement letters

- REPORTING AND ANALYSIS

- Track and report against key performance indicators, developed in partnership with the CPO
- Analyze fundraising data in partnership with COI to maximize return-on-investment
- Proactively conduct market research, peer benchmarking, and other optimization strategies
- Lead a/b testing to optimize donor conversion rates.

## EXPERIENCE & SKILLS:

### Work Experience:

- Minimum of Five years of experience with fundraising or non-profit partnerships
- Minimum one year of direct experience in digital fundraising and/or digital engagement of e-constituents
- Demonstrated practical experience with the principles and best practices of online fundraising and communications, and knowledge of current and developing online digital and fundraising strategies

### Demonstrated Skills and Competencies:

- Passionate commitment to equity and ending gender-based violence
- Excellent communication skills and ability to engage across a diverse group of stakeholders
- Self-motivated with ability to work well both independently and collaboratively with a team, managing multiple projects simultaneously, and goal-oriented
- Able to pioneer new ideas, reimagine processes, and create innovative solutions
- Experience with Salesforce NPSP database and Pardot email marketing tool a plus but not required

This position is a full-time exempt with a salary range of \$80-100K/year, commensurate with experience and expertise. FUTURES offers a competitive benefits package.

**To Apply:** Please send resume and cover letter to Sara Kriksciun, [Development@futureswithoutviolence.org](mailto:Development@futureswithoutviolence.org)

*FUTURES welcomes applications from people of color, indigenous people, LGBTQ individuals, and other communities that have been marginalized and disproportionately impacted by violence and abuse. FUTURES maintains a diverse and dynamic workforce and is committed to providing equal employment opportunities (EEO) to all employees and applicants for employment and promotions without regard to race, color, religion, gender, sexual orientation, gender identity, marital status, veteran status, age, national origin, disability, or any other basis protected by federal, state or local law.*