

Position: Director of Philanthropy & Partner Experiences

Role: Fundraising

Classification: Salaried

Reports to: Senior Director Philanthropy & Partner Experiences

Child's Play Charity

The Director of Philanthropy & Partner Experiences will work closely with the Child's Play team, board, and industry leaders to reach fundraising goals and grow funds raised to support grant-making initiatives for network hospitals. This position shall devote their full business and professional time, attention, and best efforts to Child's Play Charity. Collaborate with network hospitals to understand gaming needs to build strong cases for support to Child's Play Charity donors. Responsible for the implementation and growth of fundraising programs and initiatives. Build and maintain strong relationships with individual community partners while managing fundraising growth. We are striving to be the charity of choice for streamers & the gaming resource for hospitals.

THE WORK

Philanthropy

- Identify new prospects and tactics to meet fundraising objectives.
- Collaborate on development activities, including individual giving, recurring gifts, grant writing, special events, and corporate giving.
- Solicit gifts from individuals, corporations, and foundations.
- Maintain the gift recognition program.
- Identify target audiences and help build appropriate recruitment and fundraising strategies to successfully recruit, acknowledge, retain and upgrade donor participation.
- Attend game industry events representing Child's Play including but not limited to PAX, E3, Twitchcon as assigned and appropriate.
- Other duties as assigned.

Strategy

- Gain a thorough understanding of the history, culture, values, traditions, community, programs, constituencies, and governance structure of Child's Play.
- Participate in and have input into fundraising strategies to achieve ambitious goals.
- Increase revenue raised year over year.
- Assist with planning and executing customized communication plans for members, partners, and supporters.
- Understand and create a strategy surrounding our base of financial support and the short-term and long-term fundraising needs.
- Maximize existing strengths including Child's Play Charity brand, traction, network, recurring donors, high net worth donors, and foundation support.
- Stewardship of employee giving programs including the corporation and employees, content creators, and influencers. Evaluate visits when appropriate.
- Build donor-centric best practices for mid to high-level donors.

Collaboration

- Assist with the coordination of stewardship projects and at times creation/production of proposals, fact sheets, presentations, and agreements.
- Maintains effective communication with all team members related to donor contacts, sponsorship proposals, and potential prospects.
- Collaborates with Child's Play team to develop and implement annual donor stewardship plan, annual report & impact statements.

POSITION REQUIREMENTS

Education and Experience

- 5+ years of fundraising experience with an emphasis on individual and corporate partners with increased responsibility.
- Bachelor's degree required.
- Children's Hospital fundraising experience is preferred.
- Experience and knowledge of gift planning processes and donor cultivation.

Competencies

- Proven fundraising success in a small, medium, or large not-for-profit organization.
- Personal integrity, confidentiality, and professional discretion with donor information.
- Ability to effectively interact with donors and working knowledge of gift planning vehicles.
- Demonstrated ability to manage competing priorities with frequent interruptions.
- Manage gift acknowledgment process, including tracking and coding gifts in the CRM tool and crafting compelling content that illustrates impact while inspiring partners, key programs, and event audiences.
- Program design, website design, and content creation are a plus.

Skills & Abilities

- Ability to work as a team member and the willingness to participate in a culture that allows for creativity and positive working relationships.
- Strong organizational, analytical, and communication skills.
- Mission driven with a desire to create an impact for pediatric patients across the globe.
- Knowledge of social media channels including but not limited to Facebook, Twitter, YouTube, Twitch, Discord, and others.
- Must be engaged, energetic and possess the ability to build creative approaches for social media and influencer strategy. Deadline and results-oriented with excellent attention to detail and accuracy.
- Strong computer skills including all MS Office applications, Google Suite & CRM.
- Listen and communicate clearly to manage stakeholder expectations.
- Understanding of Peer-To-Peer fundraising strategies, tactics, and execution of campaigns.
- Exhibit efficient trip planning and time management skills to maximize prospects visited.
- Excellent problem-solving skills and resourcefulness, possessing an innate curiosity and willingness to evolve.
- Demonstrated ability to be behind and in front of the camera.

- Ability to recognize when others need to be involved in activities and decisions.
- Demonstrated knowledge and use of digital, social media, and emerging online channels.
- Willingness to learn and understand all forms of gaming and the culture of the gaming community.
- Poses a strong desire to keep up with evolving fundraising trends through external courses and personal learning.

All Team Members:

- Other duties as assigned
- Prepare appropriate information for the Controller as it relates to the audit
- Convention/Hospital Travel
- Professional Development
- Participation in planning and coordinating the Annual Dinner Auction
- *Understand and agrees that their assignments, duties, responsibilities, and reporting arrangements may be changed by Child's Play Charity at its sole discretion*