



Corporate Giving Officer

Reports To: Chief Philanthropy Officer

Schedule: Full-time. Monday – Friday. Some evenings and weekends.

Pay Range: \$62,000-\$76,000

Status: Salaried. Exempt.

Benefits: Comprehensive benefit package. Professional development and training.

Introduction

Ronald McDonald House® Louisville is built on the simple idea that nothing else should matter when a family is focused on the health of their child – not where they can afford to stay, get their next meal, do their laundry, or lay their head at night to rest. Ronald McDonald House Louisville is more than a house. It's a home and support system allowing families to stay together and focus on the healing of their sick children at a critical time. All programs and services are free of charge to families.

Mission and Vision

Ronald McDonald House Louisville provides essential services that remove barriers, strengthen families, and promote healing when children need healthcare. We envision a world where every family has what they need to ensure the best health outcomes for their children.

Core Values

- We lead with compassion.
- We are deeply respectful.
- We act with integrity.
- We are firmly committed.

Our Commitment to Inclusion and Belonging

You belong here. We create a community where everyone is welcome, valued, and respected. Inclusiveness is a reflex for us, not an initiative. We know that our differences unite us. We embrace and celebrate the unique perspectives, backgrounds, and ideas that each person brings to our mission so that, together, we can best care for all families we serve.

Responsibilities

The Corporate Giving Officer is responsible for providing innovative and strategic leadership in the management and growth of the organization's corporate donor relationships, with an emphasis on identifying, cultivating, soliciting, and stewarding donors and gifts, as well as leading our McDonald's Round-Up Program. This includes working with Ronald McDonald House Louisville's Development, Communications, and Operations teams, board members, committees, contract staff, and donors to meet or exceed revenue goals to further our mission. Duties include, but are not limited to:

Corporate Engagement

- Design and implement strategies to increase giving from existing and new corporate donors to meet or exceed revenue goals. Identify new opportunities for revenue growth.
- Identify, research, and cultivate prospective corporate donors for general donations and event/program sponsorships, as well as steward existing corporate donors and sponsors.
- Collaborate with Communications Staff, Individual Giving Officer, and Chief Philanthropy Officer to create and maintain sponsorship collateral and other materials.
- Prepare donor proposals and make and close corporate donor asks.
- Cultivate and maintain relationships with current donors through regular face-to-face visits and other communications.
- Collaborate with Events Manager and Individual Giving Officer to co-lead event committees, execute sponsor benefits, and create an enjoyable experience for event participants.

McDonald's Engagement

- Facilitate year-round aspects of McDonald's Round-Up Program. This includes tracking monthly outcomes, regularly communicating with McDonald's

Owner/Operators and their teams, coordinating incentives, visiting McDonald's restaurants, and attending McDonald's meetings and events.

- Support McDonald's fundraising initiatives and campaigns.
- Co-facilitate the Round-Up Advisory Council with other Ronald McDonald Houses.
- Collaborate to determine and implement Round-Up best practices and strategies.
- Collaborate with Communications Staff to create collateral.

General Engagement

- Assist in planning and implementing an annual fundraising plan.
- Assist with Philanthropy strategic planning initiatives, standards of practice, and policy development and implementation.
- Assist in planning, implementing, and leading events (i.e., House tours, receptions, etc.) for the purposes of general awareness and donor recognition, cultivation, and stewardship.
- Collaborate with Volunteer Coordinator to facilitate community partner volunteer opportunities.
- Participate in annual budgeting process by developing and monitoring assigned revenue and expense line items.
- Utilize donor database system to track donor activities and maintain donor relationships.
- Maintain confidentiality of donor and constituent information.
- Represent Ronald McDonald House Louisville through speaking engagements, networking opportunities, and community events.
- Other duties as assigned.

Skills and Qualifications

- Bachelor's degree preferred.
- Minimum 3 years of demonstrated success as a front-line fundraiser, or experience with corporate partnerships, with increasing levels of responsibility.
- Demonstrated ability to meet revenue and fundraising goals.
- Self-starter and self-directed. Ability to work independently, meet deadlines, and operate comfortably in a fast-paced environment.
- Must be able to work collaboratively and support team efforts by maintaining positive, supportive, and flexible working relationships with fellow staff, volunteers, donors, board members, and Ronald McDonald House Louisville families.

- Strong relationship building skills to effectively work with diverse individuals and groups in one-on-one and small and large group settings.
- Highly organized with the ability to manage multiple tasks with a high degree of accuracy and attention to detail and the big picture.
- Strong strategic thinking and problem-solving skills. Ability to identify problems and implement process improvements and solutions that improve efficiency and accuracy.
- Excellent oral and written communication skills to serve as a persuasive and powerful spokesperson for Ronald McDonald House Louisville. Experience collaborating on the production of materials such as sponsorship packets, letters, and other presentation pieces.
- Proficient in Microsoft Office. Ability to utilize and enhance available technology to facilitate greater giving to the organization. Familiarity with donor database systems. Experience with DonorPerfect a plus. Ability to manage sensitive and confidential information with discretion.
- Budget management experience a plus.
- Travel required. Must have reliable transportation and personal automobile insurance.

Application Process

Please submit a cover letter and resume to susan@ronaldmcdonaldhouselouisville.org with the subject line Corporate Giving Officer. Submissions without these items will not be considered.

After reviewing cover letters and resumes, selected candidates will be contacted to move forward in the process. We look forward to seeing your experience and skills and how you could contribute to supporting families staying at Ronald McDonald House Louisville!