

The Fugees Family is hiring. We are looking for someone to be part of our fundraising team.

Location

This opportunity is for those located in (or willing to re-locate to) the Atlanta area only.

Responsibilities

- Develop and implement a major gift fundraising program.
- Develop and implement a foundation strategy.
- Develop and implement a corporate giving strategy.
- Develop strategies, products, and initiatives to drive funding to support staff and operations.
- Be part of a small and efficient team to lead and manage all online and offline fundraising initiatives.
- Assess current systems, processes, and procedures and, where necessary, design and implement new systems, processes, and procedures that efficiently support the organization and enhance donor experience.
- Analyze supporter data to find new opportunities, ensure all activities are measurable to drive efficiencies and maximize results.
- Expand the experience for major donors, with a focus on unrestricted supporters.
- Write winning proposals and prepare reports on grants received.
- Responsible for conducting the full range of activities required to prepare, submit and to assist in the management of grant proposals.
- Manage a calendar of grant deadlines and reports; track the solicitation and progress of grants; Assume responsibility for grant accountability.
- Develop and grow corporate strategic partnerships.

Core values & competencies

You're a creative team player.

You're prepared to build a new model of fundraising in a groundbreaking role. Fugees Family has a unique business model that requires innovative approaches to provide sustainable operating funds. You are creative yet also data-driven and comfortable developing and implementing strategic plans. You are an architect and multi-tasker who can manage multiple initiatives and are skilled at measuring your impact and results.

You are a strong manager and can be part of an organization.

You are skilled at reports and at defining what you need from a team. You can analyze business processes to remove inefficiencies, improve results, and increase productivity. You use data and research to guide decision-making, and easily think outside the nonprofit box. You have a passion for developing staff and thrive in an environment focused on team efforts and results.

You have a remarkable track record.

You have a history of leading successful initiatives with measurable results that have impacted the bottom line. Your years of applicable experience have cultivated your wisdom and nuanced creativity for this position.

You're strategic.

You have the strategic prowess and social intelligence required to build scalable models that leverage Fugees Family brand, assets, relationships and opportunities to meet aggressive growth goals.

You're an inventor, an innovator.

Fugees Family is committed to constantly inventing new ways to connect people with the direct impact of their gifts. You thrive in a creative, inventive, fast-paced start-up environment, with people who are passionate about their work and mission.

Qualifications & experience

The ideal candidate is a dynamic, driven and sophisticated professional excited by the opportunity to help shape the future of the development department and the organization as a whole. This cutting-edge position will be strategic, entrepreneurial, resourceful, and a savvy relationship builder – able to translate vision into action by motivating others and moving the agenda forward. He/she will be energized and passionate about the mission and activities of the organization. The ideal candidate has:

- A minimum of 5 years of fundraising, sales, marketing, or brand leadership experience.
- Strong management skills and a proven track record of building new products, processes, and initiatives to drive results.
- Outstanding communication (both written and oral) skills, articulate and persuasive, with well-honed relationship building skills.
- A team-orientation and strong work ethic, essential for this demanding environment that continually strives for excellence.

- Highly developed interpersonal skills with the executive presence and personal style to represent the organization to multiple constituents.

Required Skills and Competencies

- Highly developed interpersonal skills with the executive presence and personal style to represent the organization to multiple constituents
- Excellent oral and written communication skills
- Diplomacy and sensitivity to different cultural situations
- Solid organizational and administrative skills
- Must be a person of unquestionable character – high integrity, hard working, honest
- Committed, and a team player capable of working with minimum supervision