



Individual Giving Manager

Full-Time, US-Based, Remote Position | Reports to Executive Director



POSITION SUMMARY

As the Individual Giving Manager for WISER International, you will join a dynamic team as the organization's prevailing expert on the cultivation of individual donors. You will be responsible for rallying new supporters to WISER's cause, stewarding them with highly personalized care, and fostering long-lasting relationships that are rewarding for both WISER and donors alike.

This role reports directly to the Executive Director for WISER International and works in parallel with the Impact and Grants Manager and the Operations Manager to accomplish WISER's ultimate goals for our US-based team. The position offers unique opportunities to work with our volunteers and donors around the globe and to interact with our valued partners and counterparts with the WISER NGO in Kenya.

This is a remote position with telecommuting benefits, unique travel opportunities, both domestic and international, health insurance benefits, and paid holidays, vacation, and sick days. Salary starts at \$55,000-\$62,000 per year and is commensurate with experience and qualifications. Applicants who can start in December 2021 are preferred. The Individual Giving Manager is expected to be available for, at minimum, weekly Skype meetings and quarterly in-person meetings which will require domestic travel. International travel once per year is possible.

RESPONSIBILITIES

Annual Development Strategy & Campaigns (40%)

- With the Executive Director and Impact and Grants Manager, create and execute a robust fundraising plan that surpasses WISER's annual fundraising goals (approx. \$1M USD in 2021).
- Elevate WISER's annual giving campaign to higher annual totals using creative fundraising methods and donor appeals.

- Design and lead WISER's crowdfunding efforts on our preferred digital platforms during critical online fundraising campaigns.
- Lead the execution of at least three external crowdfunding campaigns per year, centered around thematic events (e.g. International Day of the Girl) or matching opportunities.
- Coordinate volunteer fundraising efforts from WISER's corporate partners and from our global network of partner schools and advocates.

Individual Donor Cultivation (50%)

- Substantially increase the size of WISER's individual donor base through outreach, strategic relationship mapping, awareness-raising events, and more.
- Identify major donor prospects and make recommendations to the Executive Director regarding relationship-building with these prospects.
- Design and execute a thriving major donor program that stewards pre-existing supporters of \$1,000 or more and leads to larger annual commitments.
- Establish a monthly giving program that is branded and stewarded separately from other individual giving. Grow this program to a minimum of \$5,000 in monthly recurring giving.
- Propose donor research and wealth screening approaches that may lead to new prospects or increased giving from pre-existing supporters.
- Steward and maximize the potential of WISER's volunteers, including the specialized stewardship of supporters that have spent time on WISER's campus in Kenya.
- Represent WISER as requested by the Executive Director at appropriate events, conferences, and in-person meetings.

Gifts Management (10%)

- Oversee aspects of individual donor administration including management of WISER's donor database and timely acknowledgement of gifts.
- With the Operations Manager, track restricted funding commitments from major donors and individuals.
- Monitor and evaluate WISER's progress toward annual fundraising targets as it pertains to individual giving, major gifts, and public campaigns and adjust strategy to meet our goals as needed.
- Assist, as needed, with the reporting of individual donor plans and trends to WISER stakeholders, including board members and long-term funding partners..

DESIRED SKILLS AND EXPERIENCE REQUIRED

- At least 5 years of experience in nonprofit fundraising – strong preference given to previous experience in individual donor cultivation.
- Must have a proven track record of increasing an individual donor base and show comfort with inviting new supporters to support a nonprofit organization.

- Exceptional interpersonal, oral, and written communication abilities, with proven ability to write compellingly and persuasively.
- Experience in donor cultivation and relationship-building strategies for major donor prospects.
- Knowledge of major funding mechanisms including donor-advised funds, corporate matching programs, stock donations, and planned giving.
- Previous exposure to work that aligns with WISER's mission of advancing girls' education, poverty alleviation, and community health and well-being is a plus.

THIS ROLE MAY BE A GOOD FIT IF:

- You have the ability to connect with others, build relationships, and bring a sense of enthusiasm to meeting new people in a variety of contexts.
- You are energized by the prospect of building something that will last for the long term; a program, a plan, or a partnership.
- You think of yourself as a self-starter and as someone who is unafraid to take on new opportunities and responsibilities.
- You have no trouble with (and sometimes enjoy) multitasking and can make steady progress on multiple projects simultaneously.
- You enjoy working independently and can adapt to work well in a small team.
- You welcome the chance to do things better; you have a knack for identifying how a process or situation could improve and feel comfortable making suggestions to that end.

HOW TO APPLY

Submit a PDF copy of your CV or resume with a one-page cover letter highlighting your experience and interest to Executive Director Zack Fowler at zack.fowler@wisergirls.org.

All applications should be emailed with the subject line format "IGM Application_Last Name"

Should you have any questions about the role or your application, please contact Zack Fowler at the address above.

LEARN MORE ABOUT US

WISER empowers girls and their communities through transformative education and holistic health. We believe that when girls thrive, we all thrive. Our flagship program, the fully-residential WISER Girls Secondary School in Muhuru Bay, Kenya, provides the sustained resources girls need to be successful and healthy, including clean water, nutritious meals, school supplies, essential medicines, and sanitary pads. We supplement this healthy environment with leadership training, psychosocial support, sexual and reproductive health education, and hands-on STEM opportunities to build long-lasting capacity in all girls. Our approach, based on deep engagement and agency-building, has led to unprecedented impact since opening our campus in 2010. In a region where only 7% of girls finish secondary school, over 98% of our students have graduated, over 90% have gone on to college, and WISER's alumni base now represents the single-largest cohort of high school educated women in the region. And WISER is more than a school. The WISER campus serves as the source of sexual and reproductive health information for nearly 3,000 area youth and as the sole source of clean water for 15,000 people. Our approach to health mirrors our approach to education: holistic health programs and screenings are offered to the community, regardless of their connection to the WISER school. In short, WISER has evolved into a hub for excellence in education and health in one of the hardest-to-reach areas of rural Kenya, and we've done so while creating lasting impact for thousands of girls and their communities. To learn more, visit www.wisergirls.org.

EQUAL OPPORTUNITY

WISER International, Inc. is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind. We are committed to the principle of equal employment opportunity for all employees, contractors, and partners, and to providing a work environment free of discrimination and harassment; at WISER, we celebrate our differences. All working relationships at WISER are based on business needs, job requirements, and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, family or parental status, sex (including pregnancy), sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, mental, sensory, or physical disorders/disabilities, genetic information, age, political affiliation, membership in an employee organization, past or present military service, or any other status protected by the laws or regulations in the United States. WISER will not tolerate discrimination or harassment based on any of these characteristics.