



# The Exodus Road®

## EMPOWERING RESCUE

<b>Job Title:</b>	<b>Director of Donor Engagement</b>
Job Location:	Colorado Springs, CO
Reports to:	Vice President of Advancement
Hours:	Full-Time
Salary/Benefits:	\$50,000 per year; Generous PTO & Wellness Days, Simple IRA Retirement Plan
Hire Date:	April 1, 2019

## Job Description

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### *Organizational Overview:*

The Exodus Road (TER) envisions a world where victims of human trafficking are freed and those who enslave them are brought to justice. The Exodus Road will accomplish this vision by utilizing covert investigations teams to assist law enforcement in identifying victims, collecting evidence against traffickers and advocating for police action.

### *Position Overview:*

The Exodus Road is seeking a professional with a strong fundraising and donor relations background to serve as our Director of Donor Engagement. Reporting to the VP of Advancement, the primary responsibilities of this person will be the strategic planning and oversight of our donor relations program and the development and implementation of a comprehensive plan to maximize contributed income from individuals.

## Key Responsibilities

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- Solicit and cultivate all household donors, mid-range and below
- Implement and manage a rigorous pipeline system of donor engagement
- Oversee the annual donor appreciation event
- Manage and/or support the recognition efforts for current donors
- Work closely with marketing and advancement colleagues to develop and implement strategic marketing and communication initiatives for prospects and donors
- Oversee the Donor Engagement Team in their roles of processing financial gifts
- Manage and oversee the Donor Engagement team, ensuring key functions of the team are on task and providing revenue reporting to the VP
- Manage the organizational relationships with outside data developers
- Perform database queries and reports; works with the Data Specialist on database maintenance and preparing reports, queries and mailing lists
- Conduct donor research and prepare prospect and donor materials
- Utilize internal database for researching prospective and current donors and entering contact reports
- Oversee Donor Engagement Team members to ensure prospect and pending solicitation activity is appropriately recorded in database
- Work with the marketing team to coordinate and implement large solicitation mailings to prospects and donors
- Ensure compliance to administrative, financial, fundraising, and program policies and procedures particularly as relates to “restricted” gifts
- Perform other responsibilities and projects as needed and assigned

## Qualifications and skills

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- Bachelor’s degree or equivalent experience
- A minimum of five years of successful fundraising and staff management experience
- Demonstrated ability to cultivate and solicit individual and corporate donors
- Ability to analyze and integrate information from diverse sources in planning, making decisions, and finding solutions
- Ability to multi-task, be well-organized and detail-oriented
- Ability to respond to a changing environment in a focused and flexible manner
- Positive and professional interpersonal skills
- Effective work performance in a team environment and in self-directed situations
- Superior communication, writing, and report preparation skills
- Experience and competency with fundraising software such as Salesforce, Hubspot or other relational database management software a plus
- Adheres to the highest ethical standards, demonstrates empathetic disposition and good judgment.
- Dependability, humility, sense of humor, and strong commitment to TER’s mission
- A passion for TER’s mission, an unyielding commitment to making the world a better place, and passionate about improving the lives of trafficked victims

## Apply

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To apply, please send a resume, list of references, and cover letter to: [careers@TheExodusRoad.com](mailto:careers@TheExodusRoad.com). Please include the job position in the subject line.

*The Exodus Road is an equal-opportunity employer and does not discriminate based on gender, race, ethnicity, sexual orientation, marital status, physical ability or any other legally protected basis. TER evaluates all candidates on a merit basis.*