



Title: Director, Foundation Relations

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Work Location: Washington DC, District Of Columbia, United States,

Description

Work. Serve. Thrive.

Imagine a place where your talent can make a meaningful difference in peoples' lives. Working at Feeding America is a uniquely rewarding experience in which our employees work together as vital parts of a much larger mission. We are innovative, mission-focused, diverse, collaborative, values-driven and focused on results.

We are a national, nonprofit organization and the nation's leading domestic hunger-relief charity. Located in the heart of downtown Chicago, our mission is to feed America's hungry through a nationwide network of member food banks and engage our country in the fight to end hunger.

The Opportunity

The Director of Foundation Relations in collaboration with the Chief Development Officer directs Feeding America's efforts to build and steward partnerships with charitable foundations, overseeing the development of a foundation relations strategy and a team of foundation relationship managers.

Responsibilities:

- Manages a team of high performance fundraisers focusing on foundation relations for Feeding America's national office.
- In collaboration with the CDO, leads the development and execution of a strategy for building and stewarding a robust portfolio of foundation partnerships in support of the organization's mission.
- Serves as a key member of development leadership within the department.

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- Provide strategy oversight for all relationships managed by the foundation team.
 - Builds a collaborative relationship with member food banks to ensure coordination in foundation partnerships between local and national levels.
 - Meets or exceeds the foundation revenue target set in collaboration with the CDO.
 - Ensures that foundation relations staff have access to information relating to the organization's strategic plan, programmatic updates, and other information necessary to keep foundation partners updated about our work.

Required Skills

- Cover letter with resume is required.
- A minimum of a bachelor's degree in a related field or equivalent experience.
- Ten years or more of experience in managing high level donor relationships and fundraising staff or combination of fundraising and other relevant experience.
- Demonstrated experience with foundation fundraising.
- Strong communication and collaboration skills.
- Experience in cultivating six- and seven-figure gifts including cultivating new prospects, developing donor strategies, solicitation approaches and donor stewardship.
- Ability to cultivate inter- and intra-departmental teamwork and collaboration.
- Strong proposal development skills.
- A deep commitment to the mission of Feeding America.
- Experience in a relevant programmatic field a plus.

Feeding America embraces a philosophy that recognizes and values diversity. Our goal is to attract, develop, retain and promote a talented diverse workforce in a culture where all employees will contribute to their fullest potential.

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Kind: Full Time

Level: Director

Apply

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