United Way of the Midlands is a great place to work. You see it in our people and the relationships they have with each other, our volunteers, donors and our community. United Way of the Midlands has served the Omaha-Council Bluff community for over 95 years. Working on behalf of thousands of donors, UWM’s focus is to serve those living in poverty – helping our most vulnerable neighbors stand strong and work toward independence.

The Senior Vice President, Donor Engagement reports directly to the President and serves as a key member of the executive team. The SVP, Donor Engagement works in close alignment with his or her peers leading United Way of the Midlands functions to increase the visibility of our community work, foster existing partnerships and create new ways of engaging donors and volunteers.

The primary focus of the SVP, Donor Engagement is to lead and oversee UWM's donor engagement strategies and initiatives. The SVP will maintain and enhance current successful fundraising initiatives, lead the annual workplace campaign and create new resource streams. The SVP, in partnership with the President, is a “lead ambassador” and spokesperson for UWM and will be expected to play a public role, particularly in cultivating and managing relationships with corporate, government, and other institutional partners.

Duties and Responsibilities:

- Fundraises by assessing donors’ needs and interests and packaging UWM investments that effectively meet those needs and drive UWM resources.
- Identifies potential donors and strategically cultivates relationships.
- Acquires and retains donors and helps them increase their contributions to UWM.
- Works with companies and other entities to organize campaigns in their workplaces.
- Engages people in not only giving to United Way, but also in advocacy and volunteering to support our mission.
- Creates positive image - is enthusiastic, optimistic, charismatic, and can generate trust of donors.
- Effective execution of UWM programs, including workplace campaign, Tocqueville donors, Bridgebuilder donors, lifetime donor value, and major gifts.
- Directly responsible for driving results. Attracts resources (donations, grants, relationships, etc.) to advance impact work.
- Driving is an essential function of this position.
- Performs other related duties as assigned.

Supervisory Responsibilities:

- Builds, leads, and mentors a team of fundraising and resource development professionals, both internal and external.
- Interviews, hires, and trains management-level staff in the department.
- Oversees the daily workflow of the department.
- Conducts timely and constructive performance evaluations.
Required Skills and Abilities:
• Mission-focused, strategic minded, and relationship-oriented.
• Must be results-driven, and a brand steward.
• Strong supervisory and leadership skills.
• Strong analytical and problem-solving skills.
• Able to bring people together to create a common agenda and plan of action with shared measures and accountability for results.
• Able to communicate in a cross-functional way to identify non-typical partnership opportunities between business and non-profit entities.
• Expert understanding of local and national trends in philanthropy and charitable giving.
• Understands the diverse perspectives of stakeholders and works with them to resolve differences.
• Has a proven track record of developing and executing a strategy to grow the number of individual donors contributing to campaigns as well as acquiring new accounts.
• Has existing relationships with leaders in the corporate and philanthropic community in the Omaha-Council Bluffs metro area.
• Thought leader for diversifying the organization’s revenue streams through non-traditional sources such as grants, public funding, volunteerism, and non-traditional fee generation.
• Excellent judgment and creative problem-solving skills, including negotiation and conflict resolution.
• Proficient with Microsoft Office Suite or related software.

Education and Experience:
• Bachelor's degree (required) Master's degree (preferred) from a four-year accredited college or university.
• Minimum of ten years of progressive leadership experience in not-for-profit fundraising including major giving and corporate relations/giving.

Physical Requirements:
• Prolonged periods of sitting at a desk and working on a computer.
• Regularly reach with hands and arms and talk or hear.
• Occasionally required to walk; climb or balance and stoop, kneel, crouch, or crawl.
• Must occasionally lift and/or move up to 10 pounds.
• Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
• The noise level in the work environment is usually moderate.

Benefits:
• Shared health, dental and vision insurance
• Generous 401(k) Retirement plan
• Employer paid life and disability insurance
• Paid vacation and sick time
• Professional development assistance
• Tuition reimbursement
• Onsite cafeteria and gym
• Wellness Program

How to Apply:
Please send your cover letter and resume to resume@UWMidlands.org

United Way of the Midlands is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status or any other characteristic protected by law.