

Senior Philanthropy Manager

About

The Tubman Center for Health and Freedom is a community organization committed to the principles of healing and people's liberation from systems that make us unwell. We work to advance health justice, culturally appropriate care, and integrative medicine. We are a collective of community members laying the groundwork for an innovative community health clinic that specializes in meeting the needs of marginalized communities in Seattle's Puget Sound region. We are named after the hero Harriet Tubman, who concentrated on both freeing people from systems of oppression that threatened their health as well as providing clinical care for patients as a Nurse in the Union army. We follow this same methodology of addressing health and wellness from both systemic and clinical approaches.

Position Overview

Tubman Center for Health & Freedom is looking for an experienced fundraising professional to join our team as Senior Manager of Philanthropy. This is a senior level position. We're searching for someone committed to organizing individual and corporate donors in support of health and liberation. The ideal candidate is someone relationship centered and eager to apply their fundraising skills and experience to changing the status quo. As Senior Manager, you will drive your area of work, from planning and execution to evaluation and refinement.

Responsibilities

- Design, develop, implement, and run individual and corporate giving strategies consistent with organizational goals and guiding principles.
- Apply abolitionist lens to fundraising work consistent with Tubman Health's commitment to building an active patient base and dismantling the systems that make us unwell.
- Create goals, timelines, and work plans for individual and corporate giving, track progress, and refine strategies as needed.
- Create and operate a donor management system, stewards and maintain donors, and cultivate prospects.
- Work closely with the Development Director and CEO to create and run fundraising strategies focused on individual and corporate giving.
- Research individual and corporate prospects and support CEO, COO, Development Director and other staff in engaging with supporters.
- Lead participation in employee giving programs.
- Create energizing fundraising campaigns and drives that engage Tubman Health staff, board, and supporters.
- Develop materials to support Tubman's overall fundraising activities (e.g., fund drive letters, supporter updates, etc.).
- Identify and cultivate third-party resources needed to build out individual and corporate giving.

- Work collaboratively with administrative, clinical, and program staff, connecting fundraising work with overall organizational development.
- Keep staff and board updated on fundraising efforts through preparation of regular reports and updates.
- Support organization-wide efforts as needed and contribute to building the collective.
- Document strategies and approaches, including assessment (what worked and what didn't) and challenges for making new arrangements as we fundraise.

Qualifications & Competencies

- Track record of building successful giving programs, spanning grassroots fundraising to high net-worth individuals or institutions.
- Experience managing fundraising databases and systems.
- Love for the people and commitment to creating community-designed healthcare models that support healing and liberation.
- Creativity, initiative, and motivation to develop and drive key area(s) of work in a start-up organization.
- Willingness to take risks and learn in the process.
- Strong analysis of existing systems and their role in perpetuating inequities.
- Unwavering commitment to social justice and anti-racism.
- Understanding of local organizational landscape and philanthropic networks.
- Excellent internal and external relationship-building, interpersonal, and culturally appropriate communication and managerial skills.
- Ability to communicate information effectively in writing and verbally for various audiences, including community and organization leaders.
- Organized and attention to detail.
- Program management skills, with exceptional ability to set and meet deadlines, work with minimal supervision, manage multiple tasks, take initiative, and prioritize assignments.
- Ability to lead and work collaboratively and flexibly in teams and to foster a respectful, cooperative, problem-solving team environment.
- Willingness to travel and to work occasional weekends/evenings.

Compensation:

This is a full-time, salary position with a starting range of \$90,000 - \$96,000. Excellent benefits! Medical, Dental, Vision for employee at 100% and dependents at 80%, \$1,000 continuing education credit annually, five weeks of paid time off a year, on top of selected paid holidays, winter and summer breaks, and retirement benefits.

To Apply: Email your cover letter and resume to careers@tubmanhealth.org with the position title in the subject line.