



MEMBERSHIP DIRECTOR JOB DESCRIPTION

Overview

San Diego Social Venture Partners, www.sdsvp.org (SDSVP), is a 501c3 organization whose mission is to cultivate effective philanthropists and drive community solutions with investments of time, expertise and resources. Our Partnership consists of 130 dedicated individuals who help San Diego nonprofit organizations become more effective and sustainable. Our approach is unique in that we create change by:

- Educating Partners to be well informed, effective and involved philanthropists,
- Investing time, expertise and money in innovative nonprofits to collaboratively strengthen and transform their organizations.

Our Partners are a diverse group of individuals who make a three-year commitment pledging \$5,000 per year. The secret to our success is the commitment and dedication of the Partners in sharing their time and professional expertise with our nonprofit investees that support our ongoing financial commitment.

The Job

Reporting to the Executive Director of SDSVP, the Membership Director's primary responsibility is the cultivation and recruitment of Partner philanthropists able to make a \$15,000 commitment to the organization over a three year period.

The successful candidate will have prior experience with fund development at this individual donor level within San Diego. Strong written, oral and presentation skills are a must because he/she will be the one of the primary faces of the organization. Prior success developing and implementing creative and innovation development campaigns is a definite plus.

Outcomes

To create a sustainability plan for SDSVP which includes the following items:

- Create a strong recruiting plan to achieve and maintain a Partnership base of 100 Partners
 - FY '11: Recruit 36 new Partners
 - FY '12: Recruit 40 new Partners
 - FY '13: Recruit 44 new Partners
- Develop and manage prospective leads from Partners and other sources
- Work closely with Recruiting Committee in development and implementation of specific recruitment plans to meet objectives
- Assist in creation of materials to attract prospective Partners
- Raise additional funds by alternative sources of revenue

General responsibilities

- Participate in activities that advance the visibility and support of SDSVP
- Provide update reports to Executive Director

Background/ Experience

- Bachelor's Degree/ Advanced Degree
- 8-10 years of development/ sales
- Proven track record
- Strong relationship building
- Excellent verbal and written communication

The ideal candidate will be high energy and entrepreneurial; will reflect diplomacy and strong interpersonal skills that result in lasting relationships between donors and SDSVP; San Diego donor connections a plus; technically sophisticated with user knowledge of Salesforce or equivalent. Some evenings and weekends required.

To apply

Please email resume, cover letter and salary history to Peggy Kidd, SDSVP's Executive Director, at peggy@sdsvp.org