

Job Title: Fundraiser

Organization: FentanylSolution.org (A Nonprofit Organization)

Location: Newport Beach, California

Job Summary:

We are seeking an experienced fundraiser to join our nonprofit organization. The successful candidate will be responsible for securing financial support for our mission through a variety of fundraising initiatives. The role requires excellent writing and communication skills, strong research and analytical skills, and a passion for making a difference in the world.

Responsibilities:

- Research and identify potential funding sources, including but not limited to foundations, Fortune 500 corporations, government agencies in California and nationally
- Write compelling grant proposals that align with our organization's mission and goals
- Develop and implement fundraising campaigns, including direct mail, online fundraising, and special events
- Cold calling and securing sponsorships
- Cultivate and maintain relationships with current and prospective donors
- Write and manage fundraising materials, such as newsletters, annual reports, and donor acknowledgment letters
- Analyze and track fundraising results and adjust strategies as needed
- Collaborate with other departments to ensure alignment of fundraising efforts with overall organizational strategy
- Must have experience raising large amounts of money and have established contacts to tap into

Requirements:

- Bachelor's degree in marketing, communications, or a related field
- At least 3-5 years of experience in fundraising
- Excellent writing and communication skills, including the ability to write persuasively and present complex information in a clear and concise manner
- Strong research and analytical skills, with the ability to gather and interpret data to drive fundraising strategies
- Ability to work independently, as well as part of a team
- Strong organizational and project management skills, with the ability to balance multiple tasks and meet deadlines
- Knowledge of fundraising databases and software
- Experience with nonprofit organizations and their unique challenges is a plus

If you have experience, contacts and a passion for fundraising and a commitment to the nonprofit sector, we encourage you to apply.

To apply, please send your resume and a cover letter to janice@fentanyl-solution.org.

PHONE SCREENING

- Introduce myself and explain the organization and our mission.
- Our expectations – looking to get large donations (5-6 figures)
- What experience do you have with getting grants from corporations?
- Inquire about logistics and commuting into the office.
- What do they know about our cause?
- What type of contacts do they have?
- What types of fundraisers have they done? Direct mail, soliciting, etc.
- How would they organize a call campaign? What research would you do?

INTERVIEW QUESTIONS

1. Can you tell us about a time when you successfully secured a grant or sponsorship from a Fortune 500 company, and what strategies did you use to achieve this?
2. How do you stay informed about government funding opportunities in California and nationally, and what techniques do you use to stay up-to-date on changes in legislation that may impact our organization's funding sources?
3. Can you give an example of a successful online fundraising campaign you have developed and implemented, and what metrics did you use to measure its success?
4. How do you approach cold calling potential sponsors, and what tactics have you found to be most effective in securing funding or sponsorships?

5. Can you describe your experience with developing and maintaining relationships with major donors, and how do you ensure their continued engagement with our organization's mission?
6. How do you leverage fundraising databases and software to track fundraising results and inform future strategies?
7. Can you discuss any experience you have with planned giving or other types of fundraising initiatives, and how you incorporate them into your overall fundraising strategy?
8. How do you balance the need to meet fundraising targets with maintaining alignment with our organization's mission and values?
9. Finally, what are some of the biggest challenges you anticipate facing in this role, and how do you plan to address them?