



Director of Donor Engagement

Who We Are

Gather's mission is to offer innovative programs that build food security in welcoming and dignified ways. Founded in 1816, Gather is one of the oldest social service agencies in the country. For over two centuries, Gather has been a regional leader in addressing food insecurity. In 2014, the organization revolutionized its approach and expanded from a traditional food pantry to incorporate cutting-edge mobile programs that distribute fresh food at the neighborhood level.

Gather serves those experiencing hunger by providing fresh and non-perishable nutritious food through distribution programs across the Seacoast. In addition to the Pantry Market in Portsmouth, NH, Gather distributes food to other Seacoast communities through our Mobile Markets, Meals 4 Kids program, and our Fresh Food Bus. Food that would otherwise be wasted is turned into delicious, to-go meals through our Cooking 4 Community program in the kitchens at Great Bay Community College, Cross Roads House, and UNH. Gather Café serves food insecure students and the larger community at Great Bay Community College, and the Meals 4 Seniors program delivers meals and groceries to those who cannot shop for themselves.

What We Seek

Gather seeks a motivated, results-driven, well-connected professional to take on the leadership role in its individual fundraising and engagement goals. Reporting to Gather's Executive Director, this role will work closely with the organization's board, its Development Committee, the staff leadership team, and the Development and Communications team to promote Gather's mission and engage and steward individual donors. The Director of Donor Engagement will be responsible for developing and implementing a fundraising plan for individual giving and for planning and executing the gala and smaller engagement events.

Key Responsibilities:

- Develop and execute an annual fundraising plan to raise \$2 million through individual donations, including annual appeal, major gifts, and planned giving, and fundraising events.
- Establish and build strong relationships with existing individual donors through in-person meetings, phone calls, personalized acknowledgements, etc.
- Meet and cultivate new individual donors who will support the work of Gather and all its programs.
- Offer tours of all Gather programming and create awareness of Gather volunteer opportunities to deepen individuals' ongoing connections with Gather.
- Work with the Database Manager to leverage Gather's Salesforce database to track individual gifts and provide tax acknowledgements, and to measure effectiveness of fundraising efforts and identify opportunities for improvement.

- Establish goals, deliverables, timelines, and tasks to execute an annual appeal campaign.
- Oversee gala fundraising with gala committee, including cultivation of table sales, ticket sales, and sponsorships. Secure items for the live and silent auction. Work with Community Engagement Manager to plan the logistics of the gala.
- Create and execute smaller cultivation and recognition events for individual donors (open houses, ambassador lunches, house parties, etc.).
- Co-direct a \$7-10 million Capital Campaign with Executive Director, Director of Corporate and Foundation Relations, and the Capital Campaign consultants, to fund a new space for all of Gather's programs.
- Collaborate with Communications team to ensure branding and messaging on website, social media, and press releases are aligned.
- Participate as a member of the Leadership Team, serving as a leader for the organization and promoting its mission, programs, and values.
- Work closely with the Development Committee and the full board to support board members in their fundraising role.

Qualifications:

- Dedication to the organization's mission and values.
- Demonstrated track record in fundraising or sales, with nonprofit experienced preferred.
- Outstanding networking skills, with established personal/professional network in the Greater Seacoast.
- Confidence and comfort with making high level asks.
- Exceptional verbal and written communications skills, including public speaking.
- Excellent organization and planning skills, particularly as it applies to event planning.
- Strong interpersonal skills, ability to work collaboratively in a team, including people at all levels.
- Ability to prioritize and handle multiple projects simultaneously.
- Integrity and ability to handle sensitive donor information with confidentiality.
- Must be an innovative, strategic thinker with initiative and passion.

Additional Information:

This is a full-time (40 hours per week), exempt position, based in Portsmouth, NH. It is an in-person role. Salary is commensurate with experience and skills. This position is eligible for health insurance benefits, 401K retirement plan, paid vacation, and holidays.

Application Process

Please send resume and cover letter to Anne Hayes at ahayes@gathernh.org. In the subject line, write your name and the position for which you are applying. We will review all submissions, identify viable candidates, and contact ONLY those individuals selected to continue in the search process.

Gather is an Equal Opportunity Employer, committed to a diverse and inclusive workforce. Gather's employees are people with different strengths, experiences, and backgrounds, who share a passion for improving people's lives. Diversity not only includes race and gender identity, but also age, disability status, veteran status, sexual orientation, and religion.