



Position: Director, Individual Giving
Location: New Orleans LA
Reports to: Chief Advancement Officer
Date: June 8, 2026

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About SBP

SBP is a national nonprofit organization dedicated to helping communities shrink the time between disaster and recovery. We take a holistic approach to disasters by increasing readiness and resilience before they happen, and streamlining rebuilding and long-term recovery after.

- **Building the Way Home for Disaster Survivors:** SBP serves the most vulnerable homeowners in a community impacted by a major disaster through its Recovery Services. These services are currently offered in eight states across the Gulf South, where the risk of major natural disasters is greatest.
- **Building Readiness and Resilience Through Local Partnership:** SBP supports low-capacity, high-risk communities through its Advisory Services, providing training, consulting, and organizational capacity-building through a team of subject-matter experts and Resilience Fellows.

Joining SBP is more than just joining a workforce. It's about contributing to a mission where you can enact real change and make a difference in the lives of people impacted by disasters.

Position Summary:

The Director of Individual Giving is a senior leader on the Advancement team responsible for driving strategy, growth, and performance across SBP's individual giving program. This role leads the acquisition, cultivation, solicitation, stewardship, and retention of individual donors while managing and developing the Individual Giving team (currently two full-time reports).

The Director will design and execute a comprehensive individual giving strategy. They are accountable for growing revenue across three core segments: Annual Giving (\$0–\$9,999), Leadership Gifts (\$10,000–\$99,999), and Major Gifts (\$100,000+).

Reporting to the Chief Advancement Officer, this role partners closely with executive leadership, board members, and cross-functional teams to align fundraising strategy with organizational priorities and to position SBP for sustained philanthropic growth.

Key Responsibilities and Duties

Strategic Leadership and Revenue Growth

- Partner with the Chief Advancement Officer to set the strategic vision, goals, and priorities for individual giving across annual, leadership, major, and principal gift segments.
- Drive overall revenue performance for the individual giving program, with accountability for achieving annual and multi-year fundraising goals.
- Design and execute strategies to acquire, retain, upgrade, and advance donors across all giving levels, strengthening the pipeline for long-term philanthropic growth.
- Use data, forecasting, and performance insights to guide decision-making, monitor

pipeline health, and adjust strategy as needed.

Donor Portfolio and External Engagement

- Manage a personal portfolio of major and principal gift donors, leading qualification, cultivation, solicitation, and stewardship to meet revenue targets.
- Build and maintain strong relationships with high-value donors, executive leadership, and board members to advance key donor opportunities and activate networks.
- Represent SBP externally with credibility and professionalism, strengthening the organization's visibility and reputation among donors and partners.
- Lead effectively during high-priority disaster response periods, mobilizing rapid-response fundraising efforts as needed.

Team Leadership and Program Operations

- Lead, manage, and develop a high-performing individual giving team, fostering accountability, collaboration, professional growth, and staff engagement.
- Evaluate and optimize systems, processes, workflows, and CRM utilization to support effective donor research, moves management, forecasting, and reporting.
- Collaborate across the Advancement team to execute donor-facing projects, including appeals, proposals, impact reports, presentations, and events.
- Operate with a high level of ownership, initiative, and adaptability in a dynamic, mission-driven environment.

Other Duties as Assigned

Requirements and Qualifications

Education: Bachelor's degree required; advanced degree preferred.

Work Experience: Minimum of 8–10 years of progressively responsible fundraising experience, with significant experience in individual giving. Experience supervising and developing frontline fundraising staff for a minimum of 4 years. Demonstrated success securing six- and seven-figure gifts from individuals and managing complex donor relationships.

Technical Skills and Proficiency: Hands-on experience with CRMs, such as Salesforce or Raiser's Edge

Core Competencies (Soft Skills): Exceptional relationship-building, communication, and presentation skills. Strong strategic thinking and project management abilities. Ability to synthesize programmatic impact into compelling fundraising narratives. Experience working in fast-paced, mission-driven organizations preferred. Familiarity with disaster recovery, resilience, housing, climate, or community development issues is a plus.

Special Requirements: SBP Standard - Mandatory checks (e.g., criminal background, drug screening) with the ability to pass a criminal history check to include National Sex Offender Registry, State, and FBI/; US Citizen or ability to work in the United States.

Salary range: \$88,000 – \$140,000

SBP is building a team from a broad range of backgrounds.

We love fresh perspectives and we know our teams grow stronger when they include different experiences. We adhere to all relevant employment laws and never discriminate in our hiring. By welcoming people from varied backgrounds, we spark new ideas and are better prepared to support the communities we serve.

SBP is an equal opportunity employer.

We are an equal opportunity employer. All applicants will be considered without discrimination on the basis of race, color, sex, sexual orientation, pregnancy, religion, age, national origin, genetic information, disability, military status, familial status, political affiliation, or any other characteristic protected by law.