



Position: Director, Institutional 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 Institutional Giving will play a critical role in advancing SBP's mission by securing transformational philanthropic investments that support disaster resilience, recovery, preparedness, and long-term systems change. This position requires an experienced fundraiser who can operate at both strategic and tactical levels: building long-term institutional partnerships, leading cross-functional fundraising strategy, and driving day-to-day donor engagement and proposal development, all while leading a team of experienced major gift officers.

Key Responsibilities and Duties

Institutional Fundraising Strategy & Revenue Generation:

- Lead the strategy, execution, and growth of SBP's institutional fundraising program across corporate and foundation partners.
- Develop systems and procedures in support of the identification, engagement and development of strategic partnerships
- Manage and grow a personal portfolio of high-capacity institutional donors and prospects, including national foundations, regional funders, and corporate partners.
- Ensure strong proposal development, reporting, stewardship, and relationship management practices across the institutional giving portfolio.
- Partner with the Chief Advancement Officer and executive leadership to secure transformational and multi-year philanthropic investments.
- Monitor trends in philanthropy, disaster resilience, corporate social responsibility, and institutional giving to identify new funding opportunities and strategic partnerships.

Donor Portfolio Management & Stewardship

- Manage and grow a personal portfolio of high-capacity institutional donors and prospects, including national foundations, regional funders, and corporate partners.
- Build and maintain strong relationships with corporate and foundation donors, personally managing high-value engagements and solicitations.
- Ensure strong proposal development, reporting, stewardship, and relationship management practices across the institutional giving portfolio.
- Ensure a strong and sustainable donor pipeline, with measurable growth in donor acquisition, retention, and advancement across giving levels.

Team Leadership & Management

- Supervise and support two frontline fundraisers: the Major Gift Officer, Foundation Giving, the Major Gift Officer, Corporate Giving and supporting staff.
- Provide strategic direction, coaching, and accountability to ensure team members meet fundraising and relationship management goals.
- Foster a collaborative, high-performing fundraising culture grounded in accountability, donor-centered engagement, and continuous improvement.
- Support staff development through regular coaching, performance management, and professional growth opportunities.

Data, Systems & Planning

- Track and analyze fundraising performance, pipeline activity, and revenue forecasting.
- Ensure accurate donor records, moves management tracking, and institutional engagement strategies within the CRM.
- Contribute to departmental budgeting, strategic planning, and revenue forecasting processes.

Executive Partnership, External Representation & Organizational Leadership

- Partner effectively with executive leadership and board members to advance key donor relationships, expand networks, and secure strategic philanthropic investments.
- Represent SBP externally with credibility and professionalism, strengthening the organization's visibility and reputation among donors, funders, and strategic partners.
- Operate with a high level of ownership, initiative, and adaptability in a dynamic, mission-driven environment.
- Lead during high-priority disaster response periods, making timely decisions and mobilizing teams to execute rapid-response fundraising efforts.

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 foundation and/or corporate fundraising. Experience supervising and developing frontline fundraising staff for a minimum of 4 years. Demonstrated success securing six- and seven-figure institutional gifts 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: 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.