



Position: Major Gift Officer, Corporate Giving
Location: New Orleans LA
Reports to: Director, Institutional Giving
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 Major Gifts Officer, Corporate Giving will serve as a frontline fundraiser responsible for identifying, cultivating, soliciting, and stewarding corporate partners in support of SBP's mission and strategic growth goals. Reporting to the Director of Institutional Giving, this role will help drive revenue growth and deepen corporate engagement through meaningful, mission-aligned partnerships.

This position requires a strategic relationship-builder who can develop compelling partnership opportunities, manage a portfolio of corporate donors and prospects, and collaborate across departments to align corporate engagement with organizational priorities and community impact. The Major Gifts Officer will play a key role in expanding SBP's visibility and philanthropic support among corporate partners committed to disaster resilience and recovery.

Key Responsibilities and Duties

Corporate Fundraising & Relationship Management

- *Manage and grow a portfolio of corporate donors and prospects to achieve annual fundraising goals..*
- *Identify, cultivate, solicit, and steward corporate partners through all stages of the donor lifecycle.*
- *Develop customized engagement and sponsorship opportunities that align corporate philanthropic priorities with SBP's mission and strategic initiatives.*
- *Build and maintain strong relationships with corporate leaders, CSR teams, employee engagement programs, and corporate foundations.*

- *Prepare compelling proposals, sponsorship packages, presentations, reports, and stewardship materials tailored to corporate audiences.*
- *Support the development of multi-year and transformational corporate partnerships.*

Strategy and Collaboration

- *Partner with the Director of Institutional Giving to execute SBP's broader institutional fundraising strategy.*
- *Collaborate cross-functionally with programs, finance, and executive leadership teams to identify partnership opportunities and develop donor-centered engagement strategies.*
- *Work closely with internal stakeholders to ensure timely fulfillment of partnership commitments, reporting, and stewardship activities.*
- *Represent SBP externally at meetings, events, conferences, and networking opportunities to strengthen organizational visibility and partnerships.*

Pipeline Development & Portfolio Management

- *Conduct prospect research and actively identify new corporate funding opportunities.*
- *Maintain accurate records of donor engagement, pipeline activity, and revenue forecasting within the CRM system.*
- *Track progress toward fundraising goals and regularly report on portfolio performance and partnership activity.*
- *Monitor trends in corporate philanthropy, ESG, employee engagement, and disaster-related giving to identify emerging opportunities.*

Other Duties as Assigned

Requirements and Qualifications

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

Work Experience: Minimum of 5–7 years of fundraising, business development, partnership management, or related experience. Demonstrated success managing donor or client relationships and achieving revenue goals. Experience securing and stewarding corporate partnerships preferred.

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

Core Competencies (Soft Skills): Exceptional written and verbal communication skills, including proposal and presentation development. Strong relationship-building abilities. Highly organized with strong project management and follow-through skills. Ability to work collaboratively across teams in a fast-paced, mission-driven environment.

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: \$73,000 - \$100,000

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.