

Strategic Revenue Advisor

Health Brigade is seeking a part time Strategic Revenue Advisor to work in an integrated health care setting to provide exceptional health services to those least served in a caring and non-judgmental environment. Health Brigade is a diverse, value-driven organization committed to person-centered quality care. The Strategic Revenue Advisor will support the organization's fundraising efforts by serving as an integral part of the Development team. Key role in administrative functions and processes that support fundraising and events focused on cultivating and retaining key stakeholders to support our mission – **This position will be a part-time, contracted position @ 25 hours weekly. Position will move to permanent employment within 6 months based on performance success.**

Education and experience:

- Minimum of 5 years' experience in the greater Richmond area with successful fundraising with business and private sectors.
- An understanding of the non-profit, voluntary, private, and public services sector and knowledge of contemporary fundraising strategies with business and the private sector
- Passion for the commitment to the mission and values of Health Brigade
- Strong analytical, administrative, project management, and problem-solving skills
- Strong interpersonal skills and effective oral and written communications skills
- Quality driven-- Strong initiative, organization, and ability to meet deadlines
- Ability to work across generations and diversity
- Ability to work closely with board members, workgroups, and planning committees
- Ability to work both independently and collaboratively
- Event planning skills
- Experience with donor management systems
- Sensitivity to diversity in its many forms among all constituents and stakeholders
- Must have reliable transportation

JOB RESPONSIBILITIES

Fundraising & Communications

- Lead corporate prospecting and acquisition for agency
- Provide stewardship and follow up communications to corporate donors
- Collaborate with Resource & Development Administrator to submit corporate grant requests
- Work with Board members to approach new businesses
- Lead and staff small business solicitation and outreach
- Lead solicitation and outreach efforts to the faith community and civic associations
- Required member of Health Brigade's event planning group (planning, staffing, execution)

Compensation

Compensation is \$48,000. Health Brigade is an Equal Opportunity Employer. For more information go to www.healthbrigade.org

To apply

1. Email resume and list of three professional references to pfoster@healthbrigade.org
2. Complete the application: <https://form.jotform.com/231095278699169>
3. Complete the above steps by October 27, 2023. No phone calls please.