

412 FOOD RESCUE JOB POSTING

TITLE: Individual Giving Manager
FLSA: Exempt
Hours: Full Time - 40 hours per week
Salary: \$55,000-\$60,0000

Summary

A Pittsburgh Technology Council Tech 50 winner for Company Culture, 412 Food Rescue, is leveraging technology to solve last-mile food recovery challenges through our groundbreaking Food Rescue Hero app, which has mobilized over 56,000 volunteer drivers. We're seeking a motivated Individual Giving Manager to join our innovative team and help scale our impact. In this hybrid role, you'll design and lead multi-channel fundraising campaigns, cultivate relationships with individual donors, and ensure meaningful donor engagement. As a key member of our advancement team, you'll drive our ambitious growth strategy by building and strengthening individual giving programs, helping us expand our innovative food recovery technology and logistics model that has been recognized by Fast Company, .ORG, and Stanford Social Innovation Review.

Position Overview

The Individual Giving Manager is a key member of the Advancement Team, leading multi-channel fundraising campaigns to inspire and grow donor engagement. From annual giving and peer-to-peer campaigns to workplace initiatives and donor stewardship, this role blends strategy, creativity, and relationship-building to drive fundraising success.

You'll oversee campaign execution, donor communications, and CRM management to keep 412 Food Rescue at the forefront of innovative, donor-centric fundraising. Collaboration is key—you'll work closely with Marketing, Operations, and Advancement colleagues to build meaningful relationships with individual donors and help achieve the organization's fundraising goals.

Primary Responsibilities

Campaign Development & Execution (40%)

- Design and implement annual giving, peer-to-peer campaigns, and giving days.
- Manage workplace giving initiatives (e.g., United Way).
- Collaborate with Marketing to create compelling, multi-channel materials (email, direct mail, social, web).

Donor Cultivation & Stewardship (30%)

- Oversee donor acknowledgments and ensure meaningful, timely communications.
- Develop strategies to engage donors, report impacts, and encourage sustained giving.
- Partner with the **Executive Director of Major and Planned Gifts** to identify donors with potential for major gifts.

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Data Management & Insights (20%)

- Maintain and manage donor data in the CRM (e.g., Bloomerang).
- Generate campaign reports and actionable insights to drive fundraising decisions.

Cross-Department Collaboration (10%)

- Align fundraising strategies with organizational goals and marketing campaigns.
- Work with program teams to gather stories and impact data for donor communications.

What You Bring:

- Bachelor's degree in Communications, Marketing, Nonprofit Management, or related field preferred. Equivalent experience considered.
- 3+ years of experience in fundraising, donor engagement, or campaign management.
- Proficiency in donor CRMs (e.g., Bloomerang), MailChimp, and giving platforms like Benevity.
- Exceptional communication skills and the ability to inspire donors through compelling content.
- Strong organizational skills and the ability to juggle multiple projects and deadlines.

Why You'll Love Working With 412 Food Rescue:

- **Mission-Driven Impact:** Be part of a team solving food insecurity and food waste every day.
- **Flexible Work Environment:** Hybrid work arrangements with some evening/weekend events.
- **Benefits that Support You:** Health, dental, and vision insurance, generous PTO, 403(b) with employer match, and professional development opportunities.

We value diversity, equity, inclusion and belonging and are encouraging applications from veterans; people of color; those who identify as women, non-binary, two-spirit, or gender queer; and people who are LGBTQ+.

A full job description can be found [here](#).

Ready to Join Us?

Submit your resume and cover letter to danielledewitt@412foodrescue.org with "Individual Giving Manager" in the subject line. Applications will be reviewed on a rolling basis until the position is filled.