



Ideas + Action for a Thriving Central Coast

Investor Engagement Manager

Status: Part Time – Full-time

Salary: Depending upon experience

ABOUT REACH

Established in 2019, REACH is a fast-growing economic impact organization, with a mission to increase economic prosperity through big thinking, bold action and regional collaboration, and a vision to ensure the Central Coast of California will be a place where current and future generations have the opportunity to thrive. REACH is a private sector-led 501c(3) organization that works in partnership with government, education, and nonprofit organizations across San Luis Obispo and Santa Barbara Counties.

POSITION OVERVIEW

The Investor Engagement Manager is an integral part of the REACH team and supports the organization's fundraising, community representation, events and public outreach. This role works closely with the Founders Circle and REACH Council, engaging current members as well as identifying prospects and recruiting new members. We are seeking an individual who has demonstrated experience in forming relationships with key stakeholders, organizing events and writing strategic communications.

REACH is a small cross-functional team, and this position requires an enthusiasm for learning and working effectively across a broad variety of tasks, strong skills in cultivating and nurturing relationships, and comfort in soliciting engagement and investment.

The Investor Engagement Manager works closely with the leadership team to drive and evaluate the investor fundraising and engagement strategy for the region. The role helps organize signature events and supports the team on special projects and strategic initiatives to be identified.

info@reachcentralcoast.org
reachcentralcoast.org

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ESSENTIAL FUNCTIONS

- + Help raise revenue and manage fundraising program activities including but not limited to investor identification, solicitation and engagement.
- + Lead investor recognition and appreciation efforts.
- + Manage and cultivate relationships with business leaders, REACH investors and partners.
- + Help design and execute REACH Council and Founders Circle meetings to ensure meaningful investor engagement and participation.
- + Support the REACH team on planning and executing annual events.
- + Contribute to the development and execution of a strategic plan to support and drive short- and long-term investor relationships and fundraising efforts.
- + Take ownership of the investor database, ensuring data is up to date and building the database as a relevant tool for analyses and stewardship.
- + Liaise with accounting personnel regarding investor contributions and assist with regular reconciliation and collection efforts.
- + Positively represent REACH in the community and seek opportunities to advocate for the mission among a diverse group of community partners.

DESIRED KNOWLEDGE, SKILLS AND ABILITIES

KNOWLEDGE OF:

- + Best practices in fundraising and relationship-sales methods, procedures and techniques.
- + Best practices in donor stewardship.
- + Meeting facilitation techniques and effective meeting management.
- + Persuasive verbal and written communication.
- + Project management experience.

ABILITY TO:

- + Comfortably solicit financial support for the mission of REACH.
- + Articulate with persuasive communication skills.
- + Represent the organization with professionalism.
- + Assist in evaluating the effectiveness of fundraising efforts.
- + Think critically and reason through problems.

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- + Utilize CRM software, organize data and prepare reports.
- + Plan and conduct effective, engaging meetings.
- + Thrive under pressure with enthusiasm and humor.
- + Develop trusted relationships with leaders in business, as well as from the public, nonprofit and philanthropic sectors.
- + Work independently with only general oversight.
- + Self-direct, intrinsically motivated to accomplish tasks and anticipate future requirements.

SALARY AND BENEFITS

Salary is to be determined, depending upon experience. REACH offers health benefits and retirement options for full-time employees.

CONTACT

Applicants should email a cover letter and resume to info@REACHcentralcoast.org.

The statements herein are intended to describe the general nature and level of work being performed by employees assigned to this position. They are not intended to be construed as an exhaustive list of all responsibilities, duties, and, skills required of personnel so assigned.

REACH is an equal opportunity employer and does not discriminate on the basis of race, ethnicity, age, religion, gender, sexual orientation, veteran status, disability or political orientation.

