



Others play
politics. We do
politics.

FUNDRAISER – 2022

COMPANY PROFILE

Cor Strategies is a Midwest-based political solutions company that drives results. Founded in 2009, we're the largest full-service center-right political company in Illinois. To date we've worked with over 550 campaigns and 200 businesses & organizations.

We use our expertise and relationships to make a difference by doing work that matters. Our mission is to drive improvement by helping people, organizations, and causes progress commonsense center-right principles and promote the public good.

POSITION DESCRIPTION

One of the biggest needs for our clients is fundraising assistance. We are looking to hire someone to run point on fundraising and development efforts for our political and non-profit clients.

This individual will develop and implement aggressive fundraising strategies that result in funding from high-dollar, mid-dollar, and low-dollar funding sources using a variety of development channels, including direct solicitation, finance committees, events, digital fundraising, fundraising and prospecting mail, and any other methods at our disposal.

They will work with leadership to develop fundraising plans. They will then work directly with our clients to execute the fundraising plans, leading on implementation. This includes working with the team to develop target lists, then assisting clients with direct solicitation for high dollar contributions. It includes working to develop finance committees, then facilitating finance committee activities to meet fundraising goals. It includes working with the team to implement event fundraising to solicit mid-dollar contributions. It also includes working with the team to conduct digital and mail fundraising and prospecting in order to bring in low-dollar contributions, achieve buy in, and develop donor lists.

The individual will also need to work with the team to ensure key data is identified, captured, and updated. They will be responsible for building relationships with key donors, facilitating their continued support for our clients.

The individual in this role must excel at developing relationships and motivating individuals to support a candidate or cause. They must have a passion for connecting and working with people. The ideal candidate for this role is outgoing, personable, articulate, attentive, and well-groomed. They should excel at building relationships and thrive in a supportive team environment. They must have the ability to multi-task and handle multiple responsibilities at the same time. They must embrace challenges and have the ability to set ambitious goals and deliver results. Candidates must hold center-right political beliefs and be located in (or able/willing to travel to) the northwest suburbs of Chicago.

POSITION RESPONSIBILITIES

- Develop fundraising strategies & plans for clients that achieve necessary funding goals.
- Facilitate high-dollar fundraising by facilitating direct solicitation by clients, including supporting them in making calls, setting and facilitating meetings, conducting follow-ups, and securing pledged contributions.
- Conduct mid-dollar fundraising by working with the team to facilitate event fundraising, focusing on developing host committees for events, assisting clients with soliciting sponsorships, and attracting attendees.
- Manage low-dollar fundraising by working with the team to send fundraising mailings, conduct digital fundraising through social media and email, and coordinate volunteer fundraising calls.
- Acquire new donors through prospecting efforts, including prospecting mailings and digital fundraising.
- Lead finance committee efforts, from identifying targets, assisting clients with securing involvement, developing support materials, individually assisting members with their fundraising efforts, regularly communicating with members to keep them engaged, and reporting on progress.
- Work with the team to develop target lists for client fundraising, including high-dollar call lists, medium-dollar fundraiser invite lists, low-dollar mailing and email lists, and potential donor prospecting lists. Ensure data is being captured, updated, and utilized properly to ensure efforts continue to grow organically.
- Coordinate development of fundraising materials and content, such as solicitation response forms, fundraising letters, email and social media appeals, finance committee handbooks, and call scripts.
- Develop relationships with donors to further their investment in our clients and ensure their continued support.

POSITION REQUIREMENTS

- Demonstrable relevant fundraising, sales, and/or development experience
- Love of networking and connecting, passion for working with people, and aptitude at building relationships
- Outgoing, personable, friendly, articulate, attentive, and well-groomed
- Self-starter with ability to work independently and as part of a team
- Trustworthy and ability to respect confidentiality and work with discretion
- Ability to multi-task and handle multiple responsibilities at same time
- Desire to learn and an interest in continued involvement in center-right politics
- Strong commitment to Cor's mission, vision, core values, and clients
- Passion for the opportunity and field as well as an interest in growing with an innovative firm
- Located in (or able/willing to travel to) the northwest suburbs of Chicago

POSITION COMPENSATION & BENEFITS

Compensation will be commensurate with experience and responsibilities. Cor provides health insurance benefits, a flexible work schedule, and rapid advancement opportunities.

TO APPLY: [CORSTRATEGIES.COM/CAREERS](https://corstrategies.com/careers)

Send a cover letter, resume, three references, and links to your social media profiles to Hub@CorStrategies.com. Phone calls will not be accepted.