



Director of Data Analytics

About Gleaners Community Food Bank

Mission: We exist to provide households with access to sufficient, nutritious food, and related resources. We accomplish this through collaboration, efficient operations, education, and innovative solutions to achieve a hunger-free community in southeast Michigan.

Vision: To end hunger in southeast Michigan.

Founded in 1977, Gleaners Food Bank is leading the charge against hunger in southeast Michigan; it was named the 2019 [Food Bank of the Year](#) by Feeding America, the nation's largest domestic hunger-relief organization. The food bank also earned the "Innovation Center for U.S. Dairy's Outstanding Community Impact Award" for its phenomenal work in enriching lives with access to fresh milk.

Gleaners Food Bank operates a wide range of programs to fulfill its mission of ending hunger:

- Delivers 3 million meals per month through efficient donation, collection, and sorting processes paired with a distribution network focused on bringing food closer to those in need, saving member agencies time and money they can use toward helping local neighbors.
- Collaborates with farsighted donors and partners—including Kroger, Henry Ford Health Systems, the United Dairy Industry of Michigan, and Michigan Department of Education—to develop creative food security solutions: meeting our neighbors where they are, providing greater access to nutritious foods, reducing food waste, and more.
- Operates programming for schools, such as the School Food Mobile Pantry, which serves schools that lack convenient emergency food access points; Best Food Forward, a school-based initiative exploring how food security affects educational outcomes; and Backpack Program sites, which fed 5,450 children at 69 schools year-round in 2018.
- Reshapes emergency food access to fresh produce for food-insecure consumers through retail-like neighborhood produce market experiences at both existing agency and program partners, as well as through new distribution models.
- Pilots initiatives—like its cutting-edge Healthy Food Home Delivery Program—to better serve food-insecure patients with complex health needs.



- Offers a “Cooking Matters” program, which helped 5,655 graduates save an average of \$260 per year through improved food management skills—equating to a \$1.47 million economic benefit to households.
- Encourages education and community engagement initiatives, including Gleaners’ Garden, which teaches nutrition through gardening, and Kids Helping Kids, which focuses on empowering young students to make big changes at any level.
- Provides meaningful volunteer opportunities for people who want to give back—in 2018, volunteers contributed 152,256 hours toward fulfilling Gleaners’ mission, the equivalent of 74 full-time employees.
- Avails the community to free, online educational resources centered around healthy eating habits, food safety, nutrition, and recipes in both English and Spanish.

Gleaners Food Bank is headquartered in Detroit; the organization operates five distribution centers and partners with community organizations, including schools, soup kitchens, pantries, shelters, and more.

The Opportunity

This position is a tremendous **opportunity for strategic, critical thinkers**—for individuals who would enjoy contributing to the Food Bank’s success by enabling its leaders to make data-driven decisions. The new officer, through intelligent data manipulation and an understanding of analytical processes, will help guide the advancement team in investing their time and resources wisely.

Further, the new Director of Data Analytics will be **a central figure to the team**, collaborating with every function: from broad-based to mid-tier to major donors. He or she will be exposed to diverse fundraising perspectives and grow as a development professional.

As the position is a new role for the Food Bank, the incoming Director of Data Analytics will **make his or her mark**—building new, efficient processes; helping to define donor segments and giving programs; adding a level of data into decision-making processes that will ensure success.

He or she will join a **passionate, innovative, and nimble organization**—one that keeps its mission close to heart, that has cultivated an authentic culture of caring, and that delivers measurable impact for the people and families of southeastern Michigan.

Most importantly, this new team member has the opportunity to **embrace the power of data and intelligence for a meaningful mission**—using powerful analyses to make enormous advances for the city’s most vulnerable populations.

Key Job Functions

Data Analysis – Conducts thorough and ongoing analysis of donor data to assist in donor segmentation and identification of trends. Proactively researches, segments, and proposes prospect assignments for fundraising staff.

Strategy Development and Research – Assists fundraising teams in developing strategy and plans to achieve fundraising objectives and goals. Devises tracking and managing of fundraising activity; researches findings to assist staff in developing fundraising cultivation and solicitation strategies.

Collaboration – Works with and across fundraising teams to ensure data needs are met. Serves as the development liaison with the data team (in Finance) regarding data structure, campaigns, appeal codes, and related inquiries. Works with the Finance team to ensure appropriate tracking and implementation of databases and fundraising best practices

Reporting – Creates standard and ad-hoc/customized reports. Provides data analysis for foundation proposal and grant reporting. Develops data tracking and reporting for fundraising campaigns. Assists in gift forecasts.

Prospect Management Data Quality and Training – Oversees and supports prospect management business processes for RE ensuring data quality for major gift portfolios including contact reports, event participation and stewardship activities related to major gifts program. Develops and implements training for staff on system processes and procedures in support of fundraising and other prospect relationship management initiatives.

Prospect Screening – Oversees and manages prospect wealth screening; manages relationships with vendors.

Position Requirements

Position Competencies and Skills

- Knowledge of Raisers Edge or similar **fundraising relational databases**
- Is **action oriented** in providing data analysis and support
- Utilizes **business insight** to support the fundraising team analysis and strategy
- **Collaborates** across teams to maximize fundraising goals
- **Communicates effectively** across fundraising teams and in developing reports and presentations
- Attention to **donor focus** with respect to donor data analysis, reporting, and strategy
- Analyzes data to achieve optimal **decision quality**
- Has **organizational savvy**
- **Plans and aligns** data systems and projects for fundraising effectiveness
- **Tech savvy** with systems, relational databases, and reporting tools
- **Optimizes work processes** related to fundraising databases, systems, and processes

Required Qualifications

- Bachelor's degree in business analytics, nonprofit administration, business administration, supply chain, or related field or equivalent knowledge and experience
- Five years of progressively responsible experience in data analysis and/or business intelligence with at least two years managing relational databases

Desired Qualifications

- Master's degree in nonprofit administration, public administration, or related field
- Experience with Raisers Edge or similar fundraising databases; experience with prospect management and wealth screening

Application Process

Benefactor Group is pleased to be assisting Gleaners Community Food Bank with this search. To learn more about Gleaners, go to <https://www.gcfb.org/>

Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please send a cover letter and resume to:

Ron Guisinger
Vice President

HR@benefactorgroup.com

<http://www.benefactorgroup.com>

About Detroit

[Detroit](#) is more than the Motor City; its reputation as a rich hub of music, sports, entertainment, business, culture, art, and food continues to grow. This [affordable metro area](#) caters to a wide range of interests. And, as the home to top healthcare and financial companies—and with job growth across numerous sectors—the city offers a solid economy and energetic workforce.

For the second time in history, Detroit is defining how the world [moves](#).

Thriving City, with an Affordable Cost of Living



Detroit boasts cultural hotspots, plentiful public spaces, diverse opportunities for recreation, and a [bright economic future](#). The city currently has its lowest unemployment rates since 2000; and it is on track to achieve its longest stretch of job growth since 1939. Lonely Planet recently named Detroit as the only U.S. city on its “Top 10 Global Cities” list. All that—for a [cost of living](#) that is lower than the national average.

Arts, Culture, and Cuisine Hubs

Michigan’s largest city, named one of the “Most Fun Cities in America” by [WalletHub](#), is brimming with opportunities to experience art, culture, recreation, and cuisine. Residents can...

- Tour 100+ galleries in the historic Detroit Institute for the Arts, one of the top 25 museums in the country, according to [Business Insider](#).
- Pay a visit to Detroit’s performing arts spaces: from the famous Fox Theater, to the Music Hall Center for the Performing Arts, to the Detroit Repertory Theatre.
- Spend a day at the Michigan Science Center, with 250+ hands-on exhibits, live stage shows, a 4-D theater, a Planetarium, lab activities, and more.
- Explore the Eastern Market, a community market open year-round with offerings from 225 vendors. An average of 40,000 visitors flock to the Market each Saturday.
- Catch a Detroit Tigers game at Comerica Park.

Detroit, named an “Unexpected City for the Food Lover” by [National Geographic](#), is home to the famous Detroit-Style Pizza; other local favorites include Coney Island hot dogs, paczkis, and Boston Coolers. In addition, global flavors frequent the columns of Detroit’s numerous [foodie guides](#).

Nature Oases



The Detroit metro area provides ample nature preserves and state parks. Notable green spaces include the beautiful Anna Scripps Whitcomb Conservatory and Belle Isle Park, the largest city-owned park in the U.S. The William G. Milliken State Park and Harbor, located along the Detroit riverfront, boasts 31 acres of paved trails and wetlands. A trail that truly sets the city apart is the Iron Belle Trail, which extends from the western Upper Peninsula to Belle Isle along two picturesque routes—one for hiking and the other for biking. When completed, it will be the

longest state-designated trail in the nation.

Unparalleled Educational Opportunities

The region is home to numerous top public schools in Michigan as well as a number of independent and parochial schools. In addition to University of Michigan, Eastern Michigan University, and Wayne State University, the area is home to private institutions such as Lawrence Technological University and University of Detroit Mercy. Additionally, Sacred Heart Major Seminary and the College of Creative Studies are located here.

Diverse Neighborhoods

Detroit offers lively urban neighborhoods—such as Corktown, Brush Park, Sherwood Forest, New Center, and Woodbridge with historic houses, beautiful art spaces, and shopping. And Detroit's suburban neighborhoods—such as Birmingham, Grosse Point, Royal Oak, and many others—have access to great schools, lower homeowner's insurance rates, and other perks. Each neighborhood carries with it a unique story and appeal. Whether you're looking for kid-friendly parks, easy access to downtown or a short walk away from the city's tastiest restaurants, you're sure to find your fit in Detroit.