



Major Gift Officer

Our Mission Statement:

"To provide through the power of Jesus Christ, a home for the homeless, food for the hungry and hope for their future."

Full-Time Benefits

- Medical Insurance
- Dental Benefits
- Vision
- 403b Savings Plan and Generous Company Match
- Generous Paid Time Off
- Paid Holidays
- EAP (Employee Assistance Program)
- Group Life Insurance
- Supplemental Life Insurance for Dependents
- Short-Term and Long-Term Disability Plans

Salary Range: \$68,000 - \$73,000

Position Description

The Major Gift Officer is responsible for the cultivation, solicitation and stewardship of individual donors and corporate sponsors with special focus on five-figure and six-figure, multi-year gifts. The Major Gift Officer proactively collaborates and communicates with the Sr. VP of Donor Relations and Sr. VP of Philanthropy, key leaders, and staff to ensure a unified and integrated approach for the cultivation and solicitation of key major donors, corporate sponsors, and prospects. This position will also participate in speaking engagements, community building and fundraising events to maintain and/or cultivate relationships with partner organizations, churches, and corporations. The Major Gift Officer should have the heart of a servant in accordance

with Colossians 3:23 "Whatever you do, work at it with all your heart, as working for the Lord, not for human masters."

Key Tasks and Responsibilities

- Identification, cultivation, and solicitation that joins together the philanthropic interests of donors with the priorities and needs of The Rescue Mission.
- Develop significant long-term relationships with current and future donors whose resources will be integral to supporting the mission of the organization.
- Establish and maintain a rapport with each donor and encourage, support, and sustain the donor's philanthropic relationship with The Rescue Mission.
- Manage a portfolio of approximately 150 prospects for major gifts.
- Increase the annual giving of assigned donors by growth of 25% over the next 3 years.
- Use the donor database to create and monitor moves management strategies for assigned portfolio of donors and prospects.
- Steward donors towards legacy, planned and/or estate gifts.
- Attend regional and local events as a representative of The Rescue Mission. Some regional travel, evening, and weekend activity is required.
- Routinely network with corporate executives and interact with high and mid-level individuals for the purpose of cultivating personal relationships and developing personal giving. Collaborate with colleagues when corporate giving interests are expressed.

Other Duties

- Attend quarterly All Staff meetings.
- Job performance should demonstrate The Rescue Mission's Core Values: Organizational Integrity, Organizational Unity and Organizational Effectiveness.
- Be prepared to pray with and offer spiritual support to others.
- Perform other job-related duties as assigned.

Education Training and Experience

- College Degree or equivalent experience required in business, communications, nonprofit management, fundraising or sales.
- Minimum 3 years proven sales or fundraising experience; donor development and major gift solicitation in non-profit environment preferred.
- Certifications CFRM, CFRE or equivalent preferred but not necessary.

Knowledge Skills and Abilities

- A demonstrated track record of closing five and six figure gifts as well as multi-year gifts and demonstrated success in cultivating and soliciting significant gifts.
- Demonstrates a passion for the ministry of The Rescue Mission and helping donors to achieve their philanthropic goals through cultivation and compassion for both the organization and the donor.
- Comfortable and effective in dealing with high-net-worth individuals as demonstrated by success in roles with this type of exposure and experience.
- Ability to easily develop rapport and network with leadership-level donors.
- Local knowledge of the Northeast Indiana philanthropic community.
- Excellent relationship management and interpersonal, writing, editing, and verbal communications skills with the ability to make dynamic group presentations.
- Strong planning skills, driven to meet financial goals in support and collaboration with the philanthropy team including the ability to anticipate tasks, set priorities, meet deadlines and function smoothly under strict deadlines and shifting priorities.
- The capacity to develop and maintain positive and productive relationships with donors, volunteers, Board of Trustees, and staff.
- Personal and Professional commitment to the organization's mission and vision.
- Ability to work with individuals of various socio-economic, ethnic, and racial populations.
- Ability to comply with personal and business requirements and expectations as detailed in the Employee Handbook.

Interested candidates can apply at:

<https://fwrn.org/about-the-mission/employment>