

Major Gift Officer

Reports to: Chief Development Officer & VP, Institutional Philanthropy

Responsibilities:

- Creates and implements dynamic solicitation, stewardship and cultivation strategies to maintain and expand the major individual giving program for the Edmundite Missions.
- Builds long-term and strategic relationships with individual donors that result in both major and planned gifts.
- Manages a portfolio of 100 - 150 donors based throughout the United States
- Manages major donor prospect identification, research and assignment to ensure a continuous pipeline of individuals with leadership giving capacity and inclination.
- Prepare personalized proposals for individual donors for major and planned gift opportunities.
- Utilizes and is proficient in Raisers Edge NXT to ensure all contacts and interactions are recorded, tracked and managed using the donor database.
- Assists in strategizing and implementing events and meetings for integrative donor engagement.
- Keeps current on changes to tax laws and legislation that impact gift planning vehicles
- Develops proposals for individual donors to secure planned and legacy gifts
- Assists in the development, implementation and evaluation of marketing plans and programs to enhance organizational planned and legacy gift expectancies
- Assists in the identification, cultivation and solicitation of institutional donors to include assisting in the preparation of progress and final reports for active grants
- Travels extensively for major donor visits

Qualifications:

- A bachelor's degree in business, marketing, communications or related field of study. An advanced degree and/or advanced training in an adjunct field such as management, law, accounting, etc. is desirable.
- Five to seven years of experience in nonprofit major gifts and planned giving fundraising, or with proven major gift experience.
- Possess proven experience in planning, vision and goal achievement in Development.
- Working knowledge of both planned giving instruments and IRS regulations, tax laws and implication for planned gifts is required.
- Must have excellent written and communication skills.
- Able to work independently and as part of the team demonstrating initiative, adaptability and motivation.
- Successful experience in raising major gifts.

This is a remote position. Interested candidates should submit their resume and cover letter to James Kopp, Vice President of Advancement at jamesk@edmunditemissions.org.

Edmundite Missions has served the poorest of the poor since 1937 and continues to address the challenge of systemic poverty prevalent in Selma and in the Black Belt region of Alabama. We believe that each person is made in the image of God, imparting dignity to every person we serve. Our programs the most urgent needs of the community while also promoting the empowerment of people by achieving poverty eradication through educational and employment opportunities. We continually innovate to ensure both the short and long-term success of our fight against poverty.

We are looking for an individual with the passion and enthusiasm to join an exceptional team of compassionate and dedicated individuals who seek the greater good for all those we serve here in the Deep South. This is a full-time position. Compensation will be commensurate with experience. We offer excellent benefits including medical and dental insurance plan, vision plan, employer-paid short- and long-term disability, life and accidental death & dismemberment insurance, 401k plan with a generous 5% employer contribution, paid holidays, and paid time off (PTO) days.