



Major Gifts Officer

Who we are:

Global Fund for Children partners to build a world where all youth are safe, strong, and valued. We pursue this mission by investing in innovative, locally led organizations, helping them deepen their impact and build their capacity for social change. To further advance and protect the rights of children and youth, GFC supports its partners to engage in grassroots advocacy initiatives to effect policy change from the local level. Since our founding nearly 25 years ago, GFC has invested nearly \$40 million in over 600 grassroots organization around the world. Our work advances the rights of children and youth across four focus areas: education; gender equity; youth empowerment; and freedom from violence and exploitation.

What we need:

The Major Gifts Officer will help to grow a base of major gift donors and serve as integral member of the development team, contributing ideas, strategy, insights, contacts and operational support to advance the overall fundraising goals of the team and GFC. The Major Gifts Officer will be a champion of GFC's mission, embracing our Core Values of Courage, Passion, Partnership, Learning, Inclusion and Excellence in their daily work.

What you'll do:

- Retain and grow a portfolio of major gift donors and prospects by devising and helping to enact strategies to identify, qualify, cultivate, solicit, and steward donors to successfully close major gifts.
- Achieve thorough understanding of existing GFC donor relationships, their connections, specific philanthropic interests and history of support with GFC.
- Develop and cultivate strategies for qualifying and identifying prospects and elevating them to solicitation status via research, community networking and small cultivation events.
- Develop and coordinate strategies to meet or exceed fundraising goals and other measures of success.
- Work with volunteers, donors, and leaders to take full advantage of related events, build networks, and become a visible champion of GFC.
- Develop and maintain a thorough and accurate understanding of GFC programs, fundraising strategies, and funding priorities in order to effectively connect donors and prospects to the work.
- Tailor communications in writing and in speech to different audiences and successfully match donor's philanthropic interests to funding needs. Provide high quality written materials, including briefings, solicitations, and acknowledgements to donors and prospects in a timely manner. Curate experiences and opportunities to engage with, thank, and celebrate major gift donors.
- Utilize and update the Raisers Edge donor database by recording activities, contacts, and strategies on an on-going basis consistent with department requirements.

The qualifications we seek:

- Bachelor's degree required.
- Minimum three years of fundraising experience, including past experience working with high net worth individuals; experience working with foundation and corporate donors, a plus.
- Past experience working with board members, volunteer leaders, and current donors to help build a major gift donor base.
- Experience managing and implementing fundraising events.
- Dynamic, high-energy, tenacious approach to promoting GFC. Requires engaging and passionate personality that can cultivate and maintain strong relationships and work successfully with staff, board members and major donors.
- Strong alignment with GFC's mission to champion locally led development initiatives at the grassroots level.
- Exceptional interpersonal and verbal communication skills; ability to captivate donors one-on-one or in a crowd.
- Excellent written communication skills; able to quickly and consistently produce compelling donor communications and collateral as needed.
- Passion for GFC's mission to improve the lives of children and make the world a better place; experience with children's or international humanitarian development issues a plus.
- Excellent project management skill: strong organizational skills and attention to detail.
- Existing network of contacts in communities of wealth desired a plus.
- Strong knowledge of Microsoft Office programs, familiarity with Raiser's Edge donor database, comfort using different forms of social media.
- Strategic thinker with demonstrated ability to think creatively, entrepreneurially and proactively.
- Ability to travel both domestically and internationally expected.

The Global Fund for Children is an equal opportunity employer.

The Global Fund for Children offers a competitive salary and excellent benefits. Please visit our website at www.globalfundforchildren.org to learn more. To apply, please submit a cover letter, resume and writing samples via email, noting 'Major Gifts Officer' in the subject line, to careers@globalfundforchildren.org. The position is available for immediate hire, with applications considered on a rolling basis. Candidates are encouraged to submit applications as early as possible.