



Director of Major Gifts

Department: Development

Employment Type: Full-Time, Permanent

Reports to: VP, Strategic Partnerships

Compensation: The salary range for this position is \$90,000-\$125,000 depending on level of experience.

Location: The role is open to applications legally eligible to work in the US or UK and can be in person, remote or hybrid depending on the location of the applicant.

Language: English required, French an asset due to our donor base and current prospects

Deadline for applications: This position is open until filled for immediate hire.

How does it all work?

Global Fund for Children works to build a world where all children and youth are safe, strong, and valued. To that end, we partner with innovative, locally led organizations, helping them deepen their impact and build their capacity for social change. By pairing flexible funding with targeted capacity development services, we help our partners grow stronger and more responsive to challenges on the ground. Since 1997, we have invested more than \$44 million in over 700 organizations. Our work advances the rights of children and youth across four focus areas: education, gender equity, youth empowerment, and freedom from violence and exploitation.

You will join a multinational team of caring and committed individuals who believe in investing in bold ideas to help grassroots organizations deepen their impact and advocate for children's rights. We value courage, excellence, learning, partnership, and inclusion, as well as kindness and passion. Our partners' visions for change inspire all we do. Feedback and learning inspire us to do better, and we strive to be youth centered.

What will you be doing?

GFC is creating a new position to lead in the creation and implementation of a Major Donor outreach program. The Director is a key member of the Development Team, leading and aligning GFC's major gift strategy and plans with the organization's strategic priorities and mission. The Director of Major Gifts will lead the individual donor team. Your Development colleagues are spread between the UK and the US; your direct report is based in the US. You will be joining GFC in a period of rapid growth, fueled by a growing institutional donor portfolio and a dedicated group of major donors. In order to sustain our growth and programming scale, GFC is aiming to grow its major donor portfolio, further diversify our income and increase the percentage of unrestricted donations we raise each year. We are searching for a senior fundraising professional (or similar) that is interested in leading efforts to create and implement a comprehensive international major donor fundraising system to achieve these goals.

The successful candidate will be an experienced philanthropy leader (or similar) motivated by the opportunity to shape and build a program, taking it from nascent to flourishing. Our success on the institutional side of our income generation has been speedy and significant, your role will be to bring

balance to our income portfolio, to bring sustainability and the resilience that we need to meet the challenges of the future. You must be able to meet ambitious fundraising goals and spot opportunities for the same, initiate and self-manage projects and tasks to completion, collaborate successfully with a wide range of colleagues, manage to quarterly revenue goals and support and lead a team. Flexibility, positivity, creativity, independence, and collaboration are essential to success. This role reports to the Vice President, Strategic Partnerships

KEY RESPONSIBILITIES

- Grow and retain a portfolio of donors and prospects by creating and enacting strategies to identify, qualify, cultivate, solicit, and steward donors to successfully close major gifts of five-, six- and seven figures from individuals by
 - Building a vital major donor pipeline process that includes developing, cultivating qualifying and identifying prospects and elevating them to solicitation status.
 - Managing the individual donor team to successfully support the revenue goals and manage and cultivate mid and low-level donors for GFC.
 - Creating and implementing a program that results in an increased number of major donor gifts from an active donor pipeline, that meets and exceeds fundraising goals. Lead on the development and execution of donor stewardship strategies including developing, executing and overseeing major gift acquisition and engagement programs.
 - Developing and delivering compelling proposals and presentations to donors and prospective supporters including writing letters, grant proposals and other funder correspondence as well as managing contracted support as and when required.
 - Directly managing a portfolio of donors and prospects for the purpose of securing philanthropic revenue for GFC; working collaboratively across the organization to develop and support your direct and indirect team of relationship managers to maximize gift opportunities.
 - Working with the Board of Directors, donors, and GFC's senior leadership team to take full advantage of related events, build networks, and become a visible champion of GFC.
 - Working with GFC's marketing and communications team to coordinate external messages and donor communications.
 - Developing and maintaining a thorough and accurate understanding of GFC programs, fundraising strategies, and funding priorities in order to effectively connect donors and prospects to the work.
 - Create opportunities to inspire, educate and uplift major gift donors and prospects and provide timely reporting and updates on collective impact and success.
 - Expertly tailoring 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.
 - Lead regular analysis and reporting on the overall performance of fundraising against goals and strategic plan for Major Gifts

- Lead the team to develop and continually enhance major gift donor acknowledgement, recognition, fundraising reporting and revenue tracking processes and systems.
- Utilizing the Raisers Edge and Salesforce donor databases by recording activities, contacts, and strategies on an on-going basis consistent with department requirements.

ESSENTIAL REQUIREMENTS AND QUALITIES

- Minimum seven years of fundraising or similar experience (e.g., relationship management; new business generation; luxury brand and client relationships; growing a start-up from scratch to meet financial targets and build an active network or membership). Significant understanding and experience of working with high-net-worth individuals in long-term relationships around shared passions and goals.
- Experience growing an individual donor base and supporting a team to deliver a mass donor communication program; experience working with foundation and corporate donors, a plus.
- Significant experience of working with board members, senior volunteer leaders, and current donors to support the development of the program including identifying, cultivating and engaging with their leads and networks to meet strategic goals and financial targets.
- Proven experience managing and implementing fundraising events to engage high-level audiences with high expectations, to achieve key objectives.
- Exceptional interpersonal, verbal communication and presentation 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.
- Excellent project management skill: strong organizational skills and attention to detail
- 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.
- Existing network of contacts in communities of wealth considered a plus.
- Due to our growing portfolio in Europe, proficiency in French would be considered a plus.
- Strong knowledge of Microsoft Office programs, familiarity with Salesforce and Raiser's Edge donor database, comfort using different forms of social media.
- Strategic thinker with demonstrated ability to think creatively and proactively.
- Ability to travel both domestically and internationally expected.
- 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.
- Strong alignment with GFC's mission to champion locally led development initiatives at the grassroots level.

How to apply:

If this sounds like a fit for your skills, experience and ambitions, we want to hear from you. To complete your application, visit <https://global-fund-for-children.breezy.hr/p/93c72f39201e> and click “Apply to Position.”

If you encounter an issue with the online application form, please contact us at careers@globalfundforchildren.org. Please send a cover letter covering how you meet the requirements in this Job Description and a resume to careers@globalfundforchildren.org with “Director of Major Gifts” in the subject line. Only short-listed candidates will be contacted. Learn more about us at www.globalfundforchildren.org.

We offer great benefits including generous paid time off, 100% employer paid medical insurance and a 403b safe-harbour match plan for US applicants. For UK applicants, we offer a highly competitive salary, based on an average of 35-hours a week, 25-days annual leave, plus bank holidays and an extra five floating days to match US holidays, a comprehensive pension scheme, wellness days, investment in CPD, flexible/hybrid working arrangements, with superb office facilities in London office available for in-person meetings (dog friendly!) and extensive opportunities for global business travel.

GFC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.