

Leadership Gifts Officer

Animal Protective Foundation
Capital Region, NY

The Animal Protective Foundation (APF) is seeking a Leadership Gifts Officer to play a central role in advancing its philanthropic program and deepening relationships with key supporters. This is an opportunity for a skilled fundraiser to manage a high-potential portfolio, contribute meaningfully to the organization's long-term growth, and serve as a key partner in the success of the APF's current and future capital campaign efforts.

Position Overview

- Manage and strategically advance a portfolio of 100+ donors and prospects
- Execute 12–15 meaningful donor engagements per month, focused on deepening relationships and increasing philanthropic support
- Solicit and secure gifts at the \$1,000+ level, with an emphasis on donor growth and retention
- Play an active role in the organization's capital campaign, including cultivation, solicitation, and stewardship of campaign prospects
- Partner with senior leadership and board members to advance priority relationships and solicitation strategies
- Contribute to the development of major and planned giving initiatives

Candidate Profile

- Demonstrated success in building and advancing donor relationships
- Experience soliciting and closing gifts, with comfort in direct donor engagement
- Strong organizational and project management skills, with the ability to manage a dynamic portfolio
- Thoughtful, disciplined approach to moves management and follow-through
- Alignment with the APF's mission and a commitment to high-quality donor stewardship

The Opportunity

- Join a respected, mission-driven organization with a strong community presence
- Work alongside leadership that values and invests in fundraising
- Contribute to a program with significant opportunity for growth and impact
- Competitive compensation range \$70,000-\$75,000 based on experience in addition to benefits.

To Apply:

The Animal Protective Foundation has partnered with The Killoe Group to facilitate the search. Interested candidates should submit a cover letter and resume to apf@thekilloegroup.com. Please include a brief response in your cover letter to the following: "What does meaningful donor engagement look like to you?".