

MAJOR GIFTS DIRECTOR, FULL-TIME



Major Gifts Director, Full-Time

The Major Gifts Director is responsible for designing and leading a comprehensive major gifts program to advance the mission of the Boys & Girls Club. This role focuses on cultivating, soliciting, and stewarding individual donors, families, and foundations with the capacity to make transformative investments in support of youth development, academic success, character building, and healthy lifestyles. The Major Gifts Director partners closely with the CEO, Board of Directors, and Development team to ensure long-term financial sustainability and growth.

KEY RESPONSIBILITIES

FUNDRAISING AND DONOR RELATIONS

- Manage a portfolio of 100–150 major gift prospects with the capacity to give at the \$10,000+ level.
- Develop and implement individualized cultivation, solicitation, and stewardship plans.
- Partner with the CEO, Chief Development Officer, and Board members on donor strategy and visits.
- Organize and lead donor meetings, site tours, and special events that highlight the Club's mission and impact.

STRATEGY & PLANNING

- Create and execute a multi-year major gifts strategy aligned with the Club's strategic priorities.
- Contribute to capital campaign planning and execution, including identifying and soliciting lead gifts.
- Work collaboratively with program staff to align donor interests with Club needs.
- Develop revenue forecasts and progress reports for leadership and Board committees.

COMMUNICATIONS AND STEWARDSHIP

- Draft compelling proposals, presentations, and impact reports tailored to donor interests.
- Ensure timely, personal stewardship, including recognition opportunities and impact storytelling.
- Maintain accurate and current donor records in the CRM database.

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LEADERSHIP & COLLABORATION

- Serve as a key ambassador of the Club, representing the mission in the community and among donors
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- Engage Board members in donor identification, cultivation, and solicitation efforts.
- Mentor staff, volunteers, and alumni in donor engagement best practices.
- Collaborate across departments to highlight program successes that inspire donor support.

QUALIFICATIONS

- Bachelor's degree required; advanced degree or CFRE certification preferred.
- 5–7+ years of experience in major gift fundraising, preferably in youth development, education, or related nonprofit fields.
- Proven track record of securing five- and six-figure gifts.
- Excellent communication and interpersonal skills, with the ability to engage diverse stakeholders.
- Strategic thinker with strong organizational and project management skills.
- Experience with donor databases/CRM systems.
- Deep passion for the mission of the Boys & Girls Club and commitment to serving youth and families.

COMPENSATION & BENEFITS

- Salary range: \$110,000 – \$150,000, commensurate with experience.
- Blue Cross Blue Shield health & dental insurance.
- 401(k) with employer match.
- Housing assistance available.

This is an exciting opportunity for a results-oriented fundraiser to make a lasting impact on the lives of young people and families in our community.