

Director of Philanthropy, Individual Giving

Make-A-Wish Eastern North Carolina (MAWENC) creates life-changing wishes for children with critical illnesses. We are seeking a proven, dynamic and talented self-starter to join our team. This is a great opportunity to share in the power of a child's wish come true, especially at one of the leading Make-A-Wish chapters in the country, as well as a tremendous opportunity to play a crucial role in our success, make an immediate impact, and experience profound job satisfaction/fulfillment.

Job Summary: The Director of Philanthropy, Individual Giving works to secure funds needed to advance the mission of MAWENC and will identify, engage, cultivate, solicit, and steward current and prospective donors. This position will be tasked with managing a portfolio of major/mid-level donors and prospects with a focus on gifts in excess of \$5,000. There is a goal of increasing the revenue and number of donors, while developing a pipeline that provides prospects for principal and leadership gifts.

Major Responsibilities:

- Develop and execute strategy to identify, cultivate and solicit qualified prospects.
- Qualify donors and identify prospects who are capable of making major gifts in support of MAWENC.
- Develop and implement projects/initiatives aimed at bringing new \$5000+ donor prospects into the institution's gift pipeline.
- Evaluate success of giving program through analysis of donor and prospect growth and movement of donors through giving levels.
- Support donor recognition activities and events which have a strategic impact on the success of the major gifts program and fundraising for institution-wide priorities.
- Correspond with and visit prospects, donors, and their advisors.
- Implement strategies for improvement and execution of the overall development program, incorporating new donor stewardship strategies.
- Manage administrative responsibilities, including timely completion of proposals, pledge and commitment documents; documentation of individual prospect strategies and evaluation of new prospects; stewardship reports; and general correspondence.
- Attend/assist with events at internal fundraising events as needed.
- Assist with other duties as needed or as assigned.

Related Skills:

- Exceptional oral and written communication skills.
- Capacity to clearly and effectively communicate strategy to multiple audiences and work with diverse populations.
- Excellent problem-solving and organizational skills.

Requirements:

- Bachelor's Degree required.

- Minimum experience of five years in development with a demonstrated track record of developing donor relationships.
- Must be energetic, organized, flexible, focused, and highly collaborative.
- Must be able to clearly articulate the case for supporting MAWENC (one on one and in audiences of all sizes).
- Must be willing to travel within the chapter territory.
- Knowledge of Raiser's Edge/Salesforce beneficial.