

Job Announcement: Make-A-Wish Alaska and Washington Hiring a Major Gifts Officer

The mission of Make-A-Wish® Alaska and Washington is simple and clear: Together with our community, we create life-changing wishes for children with critical illnesses. Our staff and volunteers move mountains to bring hope to children and their families, because we believe in the power of a wish to transform lives.

To meet our goal of delivering a wish to every eligible child in Alaska and Washington, we seek a full-time Major Gifts Officer (MGO) to help lead the way in building purposeful relationships with donors who believe, like we do, that wishes change lives.

About the Position: A key leader on the Advancement Team, the Major Gifts Officer will use their innovative, optimistic and bold approach to advance philanthropy to make more wishes possible.

They will spend 80% of their time on creative and authentic relationship-building with a portfolio of donors (“active prospects and donors”) with the ability to give at least \$10,000 per year. They will meet critical benchmarks with their assigned group of active prospects and donors, including engaging with at least 90% in meaningful ways and personally inviting at least 75% to make a gift each year. They will also engage in discovery conversations each year to grow the number of engaged major donors, and they will increase major donor retention. They will help guide the VP and CEO in managing the portfolio program.

With support and collaboration, the successful MGO will build up strategic philanthropy and increase major giving, transforming our organization’s ability to grant all wishes across our region.

LOCATION: Pioneer Square (Seattle, WA) with remote flexibility; position is open to regional applicants who can commit to twice-monthly travel to Seattle office (or more, depending on needs for donor visits) beginning in June 2021

REPORTS TO: Vice President of Advancement

SCHEDULE: Weekdays (plus evenings and weekends as needed)

ANNUAL SALARY RANGE: \$70,000-\$90,000 DOE

QUALIFICATIONS:

- Bachelor’s degree in Public Administration or related field, or relevant work experience, certificate and/or equivalent continuing professional development or education.
- At least 5 years of successful major gifts fundraising.
- Demonstrated commitment to diversity, equity and inclusion.
- Raiser’s Edge and/or Salesforce experience, highly desirable.
- Familiarity with childhood illness and complex medical journeys, desirable.
- Knowledge of local and regional philanthropy climates, desirable.

INCLUDES: Transportation Reimbursement • Medical/Prescription/Vision • Dental • 3 Weeks of Paid Time Off (PTO) and 8 Paid Holidays, Plus an Extra Week of Holiday • Retirement Plan • Employee Assistance Program

EQUAL OPPORTUNITY EMPLOYMENT: Make-A-Wish Alaska and Washington is an Equal Opportunity Employer.

To apply, email resume and cover letter to jobs@akwa.wish.org. Position will be open until filled.

No phone calls, please.