

MAJOR GIFTS DIRECTOR

We are currently seeking an experienced **Major Gifts Director** to join our team in **Dallas, TX**.

The Major Gifts Director we need is the kind of person who can walk into a room, connect with someone in minutes, and leave them inspired to take action. If you're looking for the opportunity to rally people around a truly meaningful mission, build relationships that energize you, and turn your career into a calling that helps grant life-changing wishes for children with critical illnesses, you've come to the right place.

Your challenge: own major gift growth by turning relationships into transformational investments to help make every eligible child's wish come true.

Our Major Gifts Director thrives on genuine human connection and the excitement of creating opportunities where others see obstacles. The charismatic persuader we seek is driven by results, prefers autonomy over micromanagement, and measures success not only in dollars raised, but in wishes granted. You understand that meaningful activities drive outcomes, commitments matter, and consistent follow-through is what transforms relationships into transformational gifts.

In this role no two days look the same. You'll spend your time building authentic relationships, creating opportunities, opening doors, and connecting generous people to the profound impact of a wish. This is more than a fundraising role. It's an opportunity to turn influence into impact, transform generosity into hope, and help make life-changing wishes come true for children across our chapter.

We're a team of passionate relationship-builders, ambitious dreamers, and mission-driven achievers. We give talented people the freedom to pursue bold goals, the support to grow, and countless opportunities to connect with incredible donors and community leaders.

If you're persuasive, optimistic, and fiercely independent you're going to love it at Make-A-Wish North Texas.

Who We Are:

Make-A-Wish North Texas - Since 1980, Make-A-Wish has been creating life-changing wish experiences for children with critical illnesses around the world. Research shows wishes can have a positive impact on a child's emotional and physical well-being, helping replace fear with confidence, sadness with joy, and anxiety with hope. A wish doesn't just transform the life of a child, it creates lasting impact for families, supporters, and entire communities.

Make-A-Wish North Texas is 100% locally funded and serves 161 counties across the state of Texas, including Dallas, Fort Worth, El Paso, Amarillo, Lubbock, Midland/Odessa, and the surrounding areas. Since our chapter's founding in 1982, we have granted over 14,000 wishes. To learn more about us, visit <https://wish.org/ntx>.

Our Mission:

Together, we create life-changing wishes for children with critical illnesses.

How We Work:

We understand we have the responsibility—and privilege—of meeting families at the hardest moment of their lives and offering something luminous in return: hope. We're more than a nonprofit, we're a community united by the belief that hope has the power to transform lives and we are guided by our cultural values of



Freedom & Responsibility, Community, Unwavering Commitment, Fearless Curiosity, and Celebration. We believe in assuming positive intent, listening to understand, embracing every voice, communicating transparently, and having fun while making a meaningful impact together.

What you'll do:

- Build and grow a portfolio of influential donors and prospects capable of making transformational gifts of \$25,000+, creating meaningful connections that inspire lasting philanthropic impact.
- Cultivate relationships that move people to action through one-on-one meetings, strategic engagement, and compelling conversations, while maintaining a disciplined approach to achieving ambitious fundraising goals.
- Serve as a key strategic partner in shaping the future growth of Make-A-Wish North Texas, identifying new opportunities, expanding community support, and connecting more children to the power of a wish.
- Lead, inspire, and develop a Development Manager by fostering confidence, accountability, and growth while creating a culture where people feel empowered to achieve exceptional results.

Our Perfect Candidate

Education and Experience:

- Bachelor's degree or higher in business or related equivalent experience.
- 5+ years of progressive fundraising experience, with a focus on major gifts.
- 2+ years of experience managing fundraisers to meet or exceed revenue goals.
- Proven track record of securing 5-, 6-, and 7-figure gifts.
- PREFERRED:
 - Experience working with board members and senior executives in fundraising
 - Background in nonprofit or mission-driven organizations
 - Familiarity with donor databases/CRMs.

Company Offers:

- Competitive salary commensurate with experience and education
- Comprehensive benefits package available: *healthcare, vision, dental, disability and life insurances; 401k company match; paid time off and holidays*

If you're energized by building relationships, inspired by ambitious goals, and motivated by the opportunity to create life-changing impact, we encourage you to apply.

To apply please complete the survey and attached your resume here:

<https://go.cultureindex.com/s/00i2vtPIDb>

We are an Equal Opportunity Employer!

