



Individual Giving Officer

We are currently seeking an experienced **Individual Giving Officer** to join our team at the Make-A-Wish castle in **Monroe Township, NJ**.

The **Individual Giving Officer** 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: drive our mid-level and major gift donor success by turning relationships into transformational cultivations to help make every eligible child's wish come true.

In this role, you'll measure success not only in dollars raised but wishes granted by connecting generous people to the profound impact of a wish.

We're a team of passionate people, 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 hard working, optimistic, and fiercely independent you're going to love it at Make-A-Wish New Jersey.

Who We Are:

Make-A-Wish® New Jersey, creates life-changing wishes for children battling critical illnesses in the Garden State. As one of the leading Make-A-Wish® chapters in the country, we believe that a wish experience can be a game-changer. 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.

How We Work:

We understand we have the responsibility—and privilege—of meeting wish children 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:

Reporting to the Vice President for Development, this role focuses on identification, cultivation, stewardship and elevation of individual donors and requires critical donor-facing interaction, serving as a catalyst for renewed and increased giving levels.

Creating, upgrading, and managing mid-level and major donor relationships is a crucial piece of building our ambitious philanthropic efforts. This position will be tasked with developing and executing strategies to identify, qualify/disqualify, cultivate, solicit and steward donors and prospects with a focus on gifts of between \$1,000 to \$10,000+. The Individual Giving Officer will maintain a portfolio of prospects at various stages of engagement and will develop a pipeline that provides prospects for major gifts.

Responsibilities

- Manage a portfolio of 150 – 175 donors and prospects
- Take a leading role in identifying new prospects for assignment to the portfolio and research, and qualify new prospects.
- Develop and execute individualized cultivation, solicitation, and stewardship strategies.
- Develop strategies to increase donor retention, upgrades, and long-term engagement.
- Secure mid-level and major gifts at established annual fundraising goals
- Prepare compelling donor proposals, gift agreements, reports, and personalized correspondence
- Maintain accurate donor activity tasks and documentation using Salesforce CRM.
- Plan and support donor recognition activities, cultivation events and communication touchpoints that have a strategic impact on the success of the mid-level and major gifts program.
- Other duties as assigned.

Our Perfect Candidate:

The ideal candidate is an exceptional relationship builder who enjoys connecting supporters to the mission through meaningful engagement, thoughtful stewardship, and strategic solicitation while maintaining a strong focus on donor retention, upgrades, and portfolio growth.

- Bachelor's degree required.
- Minimum three years of experience directly managing fundraising portfolios.
- Demonstrated ability to cultivate, solicit and steward high net worth individuals.
- Knowledge/experience with moves management strategies
- Comfort with public speaking and communication for external groups of all sizes
- Ability to manage and prioritize multiple priorities, responsibilities, and tasks effectively
- Self-motivated, highly organized, team-oriented person with excellent written and communication skills, including the ability to listen effectively.
- Natural relationship-builder who can find and make connections between people's passions and the mission of the organization.
- Proficient in Microsoft Office applications
- Knowledge of Salesforce CRM beneficial

- Travel throughout New Jersey required
- Ability to work flexible hours including occasional evenings and some weekends
- Demonstrated commitment to the mission of and a passion for the work of Make-A-Wish

Company Offers:

- The expected salary range for this position is from \$85,000-\$95,000 annually.
- Salary range offers are based on range of factors including but not limited to relevant skills, training and experience.
- Make-A-Wish New Jersey offers a comprehensive and competitive benefits package including healthcare, vision, dental, disability & life insurance, 401k retirement & financial security and generous 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.

Please submit a cover letter and resume with “**Individual Giving Officer**” in the subject line to jobs@nj.wish.org. **No phone calls please.**

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this position. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.