Position Summary: A Major Gifts Officer at Focused Community Strategies (FCS) will play a crucial role in building and maintaining relationships with major donors to support our mission of empowering neighborhoods to thrive by taking a holistic, neighbor-focused approach to revitalization. Working closely with the Director of Development and the rest of the development team, this position will be responsible for identifying, cultivating, and soliciting major gifts from a portfolio of a minimum of 30 individuals helping to secure the financial resources necessary to advance our community-focused initiatives.

Responsibilities:

Donor Cultivation and Relationship Management:
- Identify, research, and prioritize prospective major donors in alignment with FCS's mission and values.
- Build and maintain strong relationships with existing major donors, ensuring ongoing stewardship and engagement.
- Develop personalized cultivation strategies for potential donors to deepen their connection with FCS and its impact.

Major Gift Solicitation:
- Create and implement effective solicitation strategies to secure major financial contributions ($10,000 - $100,000) from individuals.
- Craft compelling proposals and presentations tailored to the interests and philanthropic goals of potential major donors.
- Facilitate meetings, phone calls, and events with major donors to make meaningful asks and effectively communicate the impact of their support.
Donor Database Management:
  ● Utilize donor management systems to track interactions, donor history, and gift information accurately and efficiently.
  ● Ensure timely and personalized acknowledgment of major gifts and donor recognition.

Collaboration and Teamwork:
  ● Collaborate with the Development team and other departments to align major giving efforts with broader fundraising and organizational goals.
  ● Work closely with program staff to gain a deep understanding of FCS's initiatives and communicate programmatic successes effectively to major donors.

Goal Setting and Reporting:
  ● Set measurable goals of a minimum of $750,000 for major gift fundraising and regularly report progress to the Director of Development and senior leadership.
  ● Provide comprehensive and accurate reports on major gift activities and outcomes.

Qualifications:
  ● Bachelor's degree in a related field or equivalent experience in fundraising, nonprofit management, or a related discipline.
  ● Proven track record of successful major gift fundraising, with demonstrated experience in securing significant contributions ($10,000 - $100,000) from individual donors.
  ● Strong network of relationships with potential donors.
  ● Excellent communication skills, both written and verbal, with the ability to effectively articulate FCS's mission and impact to diverse audiences.
  ● Strong relationship-building skills, with the ability to engage, inspire, and motivate donors to support FCS's mission.
  ● Demonstrated understanding of donor-centric fundraising practices and a commitment to maintaining the highest ethical standards in fundraising.
  ● Proficiency in using donor management software and other relevant fundraising tools.
  ● Knowledge and passion for community development, racial equity, and empowering underserved communities.
Focused Community Strategies is an equal-opportunity employer and encourages individuals from diverse backgrounds to apply.

Note: This job description is intended to provide a general overview of the role of a Major Gifts Officer at Focused Community Strategies. Actual responsibilities and requirements may vary depending on the specific needs and goals of the organization at the time of hiring.

**Compensation:**
- Full-time – 40 hours/week
- Starting Salary Range: $65,000-75,000 annually depending on qualifications and experience
- Employee health insurance - 100% employer paid
- Employee dental insurance - 100% employer paid
- Employee $25K life insurance - 100% employer paid
- Employee long-term disability - 100% employer paid
- 160 hours paid time off annually

Start Date: As soon as available

Interested applicants should submit a Cover Letter and Resumé to Alexei@fcsministries.org