

We're Hiring!

Position: **Director of Philanthropy**

Location: Remote

Salary: \$125,000 - \$130,000/yr

Compassion & Choices is seeking a **Director of Philanthropy** to help advance our work to improve care, expand options and empower everyone to chart their end-of-life journey.

This position is responsible for the management and oversight of the major and principal gifts program for the organization. This position will work with gift officers to oversee the identification, cultivation and solicitation of major and principal gifts (gift of \$10,000 and above). This position will manage three full-time Philanthropy Gift Officers based across the country. This position will also have a portfolio of donors in the northeast and will be responsible for identifying, cultivating and soliciting five and six figure gifts with an emphasis on the New York tri-state area. The ideal candidate must have a track record of soliciting and closing major and principal gifts, an understanding of moves management and demonstrated experience developing long term philanthropic relationships while consistently meeting fundraising goals. Experience managing staff is required.

This is a full-time, remotely-located, paid position reporting to the Chief Development Officer. Compensation offered will be commensurate with experience.

We offer excellent benefits including employer-shared medical and dental insurance premiums, employer-paid short- and long-term disability, life and accidental death & dismemberment insurance, flexible spending account for medical and child care, commuter pre-tax benefit, eligibility to participate in 401K with generous 5% employer match and 100% vested at time of eligibility, 11 paid holidays, 17 PTO days first year, and floating holidays.

Primarily, the person in this position:

- Manage a portfolio of approximately 70-80 current donors utilizing moves management to renew and increase giving.
- Work with the chief development officer, program staff and other leadership to begin and maintain a fast pace of cultivating and soliciting gifts from current and prospective donors.
- Work with organizational leadership and current supporters to identify new prospects capable of making major or principal gifts.
- Coordinate and manage local events and activities that engages current and prospective donors.
- Collaborate with the program team on overall fundraising opportunities within the region.
- The candidate will contribute by employing and role-modeling key processes and programs that support an office-wide emphasis on collaborations, efficiencies and metrics/performance based outcomes.

- Manage three regional Philanthropy Officers responsible for closing major and principal gifts across the country.
- Track and ensure the renewal of all major gifts for the organization. Ensuring that donors are being updated, connected and that a pipeline of new major donors is consistently being examined.

Preferred Qualifications (You will be a good fit):

Education and Experience:

- B.A. in Business, Marketing, Communications or Non-Profit Management– or an equivalency of related experience and/or education may be considered.
- Seven (7) years’ experience in nonprofit development, event planning, marketing, communications, or high-end sales (or equivalent combination of experience and education) including a minimum of 6 years of direct fundraising experience, ideally raising gifts of \$100,000 or more.
- Experience managing multiple employees.

Skills:

- Excellent oral and written communication
- Ability to work independently and as part of a team
- High level attention to detail; ability to meet all deadlines.
- Ability to read and interpret documents and reports. Ability to respond to inquiries or complaints from donors. Ability to effectively present information to donors, volunteers, organizational management, and public groups.
- Demonstrated commitment to advancing diversity, equity and inclusion

How to Apply:

Email current resume and cover letter as one combined PDF document to Jobs@CompassionAndChoices.org. In the subject line of your email, indicate “Last_First Name, DOP 03-2021”. In your cover letter, please (1) indicate how your personal philosophy aligns with our mission, (2) provide a brief summary of your directly related experience, and (3) provide your salary expectation (with a specific amount/range vs ‘negotiable’).

Questions about the position may be directed to Jobs@compassionandchoices.org.

About Compassion & Choices

Across the nation, Compassion & Choices works to create a society that affirms life and accepts the inevitability of death, embraces expanded options for compassionate dying, and empowers everyone to choose end-of-life care that reflects their values, priorities and beliefs. To make this vision a reality, we improve care, expand options and empower everyone to chart their end-of-life journey.

Compassion & Choices is committed to building a staff that reflects the diverse communities that make up our country. We are an Equal Opportunity Employer and recruit, hire, train, promote, and administer

any and all personnel actions without regard to age, color, creed, disability, economic status, ethnic identity, gender identity, national origin race, religion, sex, sexual orientation, veterans status, or any other basis prohibited by applicable law.

Link to Job Description: <https://compassionandchoices.org/about-us/employment>