

Gospel Outreach

Job Description

Regional Major Gift Officer

Reports to: Director of Development

Summary: Major Gift Officers are responsible for creating and maintaining relationships with high net worth individuals and major donor prospects within his/her Union.

Duties and Responsibilities:

- Serves as a member of the Union Steering Committee.
- Visits each donor whose lifetime giving total is \$20,000+ within his/her Union to ascertain interest, future giving ability, and to say “Thank you” on behalf of Gospel Outreach.
- Maintains contact with all Major Gift Prospects (at least 2X per year).
- Shares current stories from the field and develops/deepens the friendship with GO.
- Participates in all Union GO rallies and endeavors to personally connect with all major gift prospects (MGPs); also endeavors to identify new MGPs.
- Develops individual fundraising strategies that work for each donor.
- Reports at least monthly to the president of GO.
- Assists the GO president in setting up get-acquainted-meetings with all \$100,000+ prospects.
- Refers donors who wish to establish a planned gift or estate plan to GO’s Planned Giving Officer.
- Attends GO’s annual Regional Major Gift Officer training session (last week of September).
- Helps staff GO exhibits that take place within the Union (ASI conventions, camp meetings, etc.)

Essential Knowledge, Skills, and Abilities:

- A thorough understanding of and appreciation of the mission of Gospel Outreach.
- Prior experience in sales or fundraising.
- Excellent verbal communication/negotiation skills.
- Proven ability to read people.
- Creativity.
- Organizational skills.
- Attention to detail and follow-through.
- Ability to travel.

Schedule: Flexible hours. May require some weekends.