

Major Gifts Officer

West Region - Los Angeles, CA

World Impact – Transforming Communities Together

World Impact empowers urban leaders and partners with local churches to reach their cities with the Gospel – Our dream is for a healthy church in every community of poverty. By partnering with churches, denominations, Christian networks and local church leaders we empower and transform the underserved, marginalized and those often in greatest need of hope through Christ.

We prize and value building relationships. By 2023, we will have actively served 700 ministry partners, empowering 50,000 workers in communities of poverty. Speaking of partnerships, over the past 49 years, World Impact has depended heavily on the support of our generous donor population. We are currently seeking a Major Gifts Officer who currently resides in the Southern California/greater LA area.

Position Summary:

The Major Gifts Officer will identify, engage, cultivate, solicit and steward current and prospective donors and partners to engage and expand their financial support of World Impact. He/she will be responsible for meeting an annual revenue target by working with an assigned portfolio of donors and prospects to advance the mission of the organization and assist donors in creating meaning in their lives through stewardship toward World Impact. This is a western US regional role, with candidates based in the LA/SoCal area preferred. Priorities of the role are ranked in order:

- Proactively build relationships with a portfolio of donors, managing relationships that result in financial gifts to World Impact.
- Networking to acquire new financial partners.
- Managing schedules and documentation of donor communications.
- Other World Impact-related team-building activity.

Primary Responsibilities:

- Direct solicitation and management of major gift donors, partners and prospects.
- Develop ongoing relationships with major donors by managing a portfolio of donors, key partners and prospects.
- Responsible for face-to-face cultivation and solicitation of major gift donors and prospects.
- Meet and exceed minimum annual fundraising and defined activity goals.
- Implement a Moves Management process with donors and prospects.
- Regular travel within greater Los Angeles/Southern California area as well as within region.

Job Qualifications:

- Minimum of five years non-profit, major gifts-focused development experience, ideally with CMOs (Christian Mission Organizations).

- Demonstrate a solid performance record of closing major gifts at levels of \$10,000 or higher.
- Experience with and commitment to CRM platform-based documentation of activities and communications.
- Professional accreditation in religious fundraising strongly preferred.
- Experience developing and implementing communication strategies and individual marketing plans for high capacity donors, foundations, churches and other potential funders.
- Willingness to travel regularly (local and regional), approximately 50%.
- Excellent writing, presentation, verbal and in-person communication skills.

Education and Training:

- Bachelor's degree or higher
- Relevant certifications and course completion

Please send Resume, Cover Letter and References to:

Amy Ruder, Human Resources Director
aruder@worldimpact.org