GREATER PHILADELPHIA YMCA
CAREER OPPORTUNITY

POSITION:       Major Gifts Officer
SUPERVISOR:    Vice President, Fund Development
LOCATION:      Association Office
STATUS:        Full Time – Exempt

About the Greater Philadelphia YMCA:

Every team member at the Greater Philadelphia YMCA is guided by our principle of Connecting People to Healthier Lives. That connection with members and to each other is seen and felt across every department. As part of our team, you will have the opportunity to make a profound difference in a cause-driven organization, where social responsibility permeates the culture. As one of the largest YMCAs in the country, serving over 240,000 members and participants in 6 counties with 4,700 employees, we have the size and scope to make real and positive change in the communities we serve. This position supports the work of the YMCA, a leading nonprofit, charitable organization committed to strengthening community through youth development, healthy living and social responsibility.

Position Purpose:

As a key member of the Greater Philadelphia YMCA (GPY) fundraising team, the Major Gifts Officer will work with both the Senior Management and Financial Development teams to develop and implement key major gift fundraising tactics for the organization. The Major Gifts Officer would translate GPY priorities into appropriate major gift fundraising opportunities and identify investors for a long-term development plan to support continued growth of the organization. Also, collaborate and work closely with leadership in identifying and responding to gift opportunities and will maintain an active portfolio of key major gift prospects.

What you’ll do:

- In conjunction with the Vice President of Financial Development and Development Staff, the Major Gift Officer will be responsible for the creation of a personal major gift plan to support our innovative programs as well as specific branches that house and support these impactful programs. Maintain fluid and proactive communications with colleagues to ensure effective collaborations and synergy in achieving key fundraising goals and objectives.
- In consultation with the Branch Executive Directors, Regional Development Directors and Annual Campaign Director, establish and maintain a portfolio of major gift prospects. Maintain and manage this portfolio in a manner that fosters relationships, which leads to philanthropic commitments. Manage an individual prospect pool of 80/$50K-$1M+.
- Conduct a minimum of 125 meaningful Major Gift Donor and Prospect encounters per year while abiding by the Donor Engagement Process (DEP).
- Develop a comprehensive understanding of the educational, programmatic, financial needs and goals of the GPY to gain compelling articulation for investors.
- Maintain organized and consistent communication with GPY leaders who serve as critical players in the Association. Respond to the needs of these key players and collaboratively identify potential gift opportunities.
- Work with Financial Development and Grant Managers to translate strategic initiatives and programmatic/capital needs into persuasive proposals and compelling major gift opportunities. Create personal 90-Second Commercials for each program they are finding funding for.
• Work with GPY Event Leaders and Regional Development Officers to conceptualize events and other activities to cultivate and steward major gift prospects and donors. This position does not oversee any fundraising events.
• Working closely with our Manager of Grants to generate two proposals per month > $25K (minimum 24/yr.).

What you need to succeed:

• Bachelor’s degree required, advanced study or additional degree preferred
• Fundraising related trainings such as AFP and/or CFRE
• 3 to 5+ years of direct or related financial gift and fundraising experience, preferably at a community center, academic medical center, hospital system, top university or a comparable complex organization.
• A demonstrated record of successful major gift fundraising including qualification, cultivation, solicitation and closing of $50K to $250K individual gifts. In addition, Delta Discipline of Frontline Fundraising Certification experience is desirable.
• Broad background including experience in several functional areas. Particular strength in the area of individual gifts is essential. Additional experience in planned, annual, corporate and foundation giving and events is desirable.
• Experience in leading a multi-constituent program including the development and execution of an operating plan in collaboration with a department head. Proven experience in strategy development, goal setting and achievement is essential.

Some benefits and perks of working at the Y:

Flexible work schedule, a free family membership, discounted programming, participation in the Y Retirement Fund, health and wellness benefits, and opportunities for continuing education and professional training and development.

How to apply:

Send your resume and cover letter to chris.tomlin@philaymca.org.