



**DIRECTOR OF MAJOR GIFTS**  
*Full-Time, Supervised by Chief Development Officer*

As Interfaith's Director of Major Gifts you will design, develop and implement the major gifts program. You'll be responsible for managing and cultivating relationships with existing major gift prospects, as well as identifying new prospects. An ability to empathize with donors and clearly communicate Interfaith's mission is key. You'll be expected to energize team members, persuade prospects and persevere to the end.

**This position gives you the opportunity to:**

- Help donors accomplish their philanthropic goals and ambitions through a relationship with Interfaith Dental.
- Secure major gifts (\$5,000 and up from a 10 county service area) to support transformational oral healthcare for people experiencing poverty with a minimum goal of \$75,000 in the first year.
- Schedule visits to make direct, face-to-face asks (*which may include CEO, CDO, Board members or other volunteers*).
- Acknowledge major donors through public and private recognition.
- Track and report progress using specific metrics by utilizing Bloomerang donor software.

**This job might be for you if:**

- People are inspired by your determination. You bring people in line with a vision and motivate them to reach goals.
- You're a true people person with an outgoing nature. You're a self-starter and are driven by results.
- You have at least 3 years of major gifts experience with proven ability to secure major gifts and meet objectives. You make donors feel valued because you're connected to their needs.
- You establish and maintain good working relationships throughout the organization and with outside constituencies.
- You have honed your writing and speaking skills and use them to compel individuals to action.
- You aren't someone who spends a lot of time in the weeds, but you know donors expect you to be organized, prepared, detail-oriented and to follow through on promises.

**Physical prowess not required.** You won't need the physical endurance of a marathon runner, but you will have some **light physical demands** (*i.e. spending hours listening and talking; working on the computer and phone; driving to appointments and events; and occasionally working long days, nights or weekends*).

Send resume and references to [beverly@interfaithdental.com](mailto:beverly@interfaithdental.com).