

# Now is the time to be bold.

At the forefront of one of the most important social justice issues of our time, **Planned Parenthood of St. Louis and Southwest Missouri is seeking a Major Gifts Officer.** Planned Parenthood is an innovative leader, delivering its mission to provide, protect, and support reproductive and sexual health, services, access, and rights.

The successful candidate will be a professional who is passionate, sensitive, tactful, confident, and adaptable, with a strong work ethic. The position requires an entrepreneurial spirit who thrives on challenges, works well under pressure, is a strong communicator, a self-motivated team player, well organized, and an expert listener. The **Major Gift Officer** must bring new ideas and programs to life, be detail-oriented and data-driven, and have a passion for helping donors reach their philanthropic goals while advancing the mission of Planned Parenthood.

Established in 1932, Planned Parenthood is invigorated with visionary, highly regarded leadership that is setting a bold strategic direction and building on its history of pushing back while pushing forward. This is an incredible moment to join the front lines of protecting reproductive health care and rights.

## **ORGANIZATIONAL + POSITION STRUCTURE**

### **MAJOR GIFTS OFFICER**

- Reports to the Vice President of Development
- Collaborates with a dynamic, high-performing Development team
- Cultivates and stewards a portfolio of 125 - 150 current and prospective donors
- Collaborates with volunteers, board, and staff - deepening relationships with donors

## **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Grow an emerging major gifts program through cultivation and solicitation of individual donors currently making annual gifts of \$5,000 to \$250,000
- Create a customized, personal approach to individual donor engagement
- Solicit and steward donors to secure annual fund, major giving, special initiatives, and event gifts
- Maintain and analyze records of donor interactions and relationships

## QUALIFICATIONS

- Passion for the mission of Planned Parenthood
- Commitment to building and fostering an anti-racist environment in the fields of philanthropy and health care
- Strong analytical skills, well-organized, detail oriented, skilled at project management, and able to meet deadlines
- Comfortable with change and ambiguity
- Track record of building relationships, closing gifts, and upgrading annual donors to major gifts
- Excellent interpersonal and listening, verbal, and written communication skills
- Willingness to mentor frontline fundraising staff
- Kindness & collegiality

## APPLICATION PROCESS

Submit your resume and letter that details your interest and qualifications to [search@emdconsulting.com](mailto:search@emdconsulting.com) by May 10, 2023. Early submissions are encouraged.

## COMPENSATION

- Starting salary commensurate with qualifications and experience. Range: \$85,000-\$104,000
- Benefits: Medical, dental, vision, life, paid parental leave, generous retirement contribution and match opportunity



Planned Parenthood of the St. Louis Region and Southwest Missouri

Planned Parenthood of the St. Louis Region and Southwest Missouri (PPSLRSWM) does not discriminate on any basis such as culture, age, race, color, sex, marital status, gender identity, ethnic heritage, language, national origin, spiritual belief or tradition, sexual orientation, physical ability/characteristics, genetic information, number of pregnancies, socio-economic circumstances or any other basis protected by applicable law.

PPSLRSWM acknowledges and owns our past and present, therefore we seek to look inward into how white supremacy continues to show up. We have a responsibility to create a place of equity and of inclusion and we commit to dismantling racism and moving the needle to a more equitable workplace.

Studies have shown that women and people of color are less likely to apply for jobs unless they believe they have every one of the qualifications as described in the job description. We encourage you to apply, even if you don't believe you meet every one of our requirements described.