



## Job Information

Position Title: Director of Major Gifts

Position Type: Full-Time Employment

Position Location: Lehi, Utah

Position Pay: \$90,000-\$120,000 DOE Pay Grade: (S11, S12, S13)

Hiring Manager: Cynthia Gambill

## Foundation Purpose

We inspire hope in women who were sexually abused as children or adolescents by providing healing services through retreats, survivor communities, and online resources.

We empower parents to protect their children from sexual abuse through education and online resources.

We make it safe to openly discuss sexual abuse through community dialogue and social awareness.

## Position Overview

The Director of Major Gifts helps to maintain and grow a significant and consistent funding stream from large and corporate donors by developing high-quality relationships and giving world-class recognition, while providing timely, mission-focused service to TYF teams to help accomplish Philanthropy initiatives.

## General Responsibilities

- Raise funds to help support the mission of The Yunique Foundation
- Identify, inform, inspire, and involve prospective/existing large donors and corporate partners
- Find large donors and corporate partnerships by attending and facilitating networking events
- Assist with programming before, during, and after large donor and corporate fundraising events
- Provide in-person, onsite education to corporate leaders and employees as invited
- Collaborate with TYF teams to recognize donors
- Learn and employ various software platforms (e.g. Microsoft Office, CRM, etc.)

- Secure event attendees that have the ability to provide major gifts.
- Secure sponsorship opportunities to diversify revenue streams during fundraising events.
- Provide input into the development of a strategic plan for the fundraising campaign(s), including fundraising goals, budget recommendations, vendors, volunteer goals, timelines.
- Actively manage a portfolio of major donors to meet and exceed revenue targets. This will include in-person goal planning meetings with Director of Philanthropy, and Executive Director.

### Qualifications Required

- A track record of securing six figure and seven figure major gifts
- A bachelor's degree
- 5+ years in a fundraising role
- Well-networked in the Wasatch Front region
- Demonstrate human relations and effective communications skills
- Ability to establish long-term relationships with major gift donors is a must.
- Capable of managing multiple priorities effectively
- Strong presentation and public speaking skills
- Detail-oriented and highly organized.

### How to Apply

Send your résumé, cover letter, and questions to the hiring manager, If selected for an interview, you will be contacted.