



## Job Information

Position Title: Major Gifts Director

Position Type: Full-Time Employment

Position Location: Lehi, Utah Or Alpharetta, Georgia

Position Pay: \$80,000-\$120,000. See Compensation section below for more details.

Hiring Manager: Chris Yadon

## Foundation Mission

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 Major Gifts Director is an individual contributor fundraising position. Each director creates and grows a significant and consistent funding stream of major gifts from large and corporate donors by developing high-quality relationships and giving world-class recognition.

## Responsibilities

- Secure major gifts.
- Identify, inform, inspire, and involve prospective/existing large donors and corporate partners in both giving and meaningful partnerships.
- Ensure qualified donors are invited, attend, and donate at fundraising events.
- Secure sponsorships for fundraising events.
- Drive recognition for donors who have given major gifts.

## Required Qualifications

- A track record of securing five figure and six figure major gifts. A track record of securing seven figure major gifts is a bonus.

- 5+ years in a fundraising role.
- Strong, active networks in the specified region (i.e., Georgia, Utah).
- A bachelor's degree.

## Required Performance

Performance Goal – This is the amount you are expected to raise each year to be considered a high performer.

Minimum Quota – This is minimum amount you are expected to raise each year to maintain employment.

Year	Minimum Quota	Performance Goal
Year 1	\$100,000	\$200,000
Year 2	\$200,000	\$300,000
Year 3	\$300,000	\$400,000
Year 4 and Beyond	\$300,000	\$500,000

## Compensation

Your first-year salary compensation is scaled based on your performance. This is not a traditional commission structure nor is it a bonus. It is a salary amount that will have salary increases throughout the year if you are able to hit certain minimums as outlined below.

Depending on experience, your first year starting salary will be set between \$80,000 and \$90,000. Once you fundraise \$100,000 in your first year, your salary will be increased to \$100,000. Once you fundraise \$110,000 in your first year, your salary will be increased to \$110,000. Once you fundraise \$120,000 or more in your first year, your salary will be increased to \$120,000. Each increase will include compensation as if your new salary amount had been in place from the start of your employment.

Future increases beyond those outlined above will follow our normal merit increase structure.

## How to Apply

Send your resumé, cover letter, and questions to [hr@yuniquefoundation.org](mailto:hr@yuniquefoundation.org)