



Senior Director of Development, Major Gifts

Location: Columbus, Ohio

About Planned Parenthood of Greater Ohio

Planned Parenthood of Greater Ohio (PPGOH) operates 19 health centers serving more than 65,000 individuals throughout Ohio. We offer reproductive healthcare services for women, men, and young people; supporting people of color, those with low incomes, and the LGBTQ community. Planned Parenthood offers numerous education programs for the women, men, and young people of Ohio. We also offer prenatal programs, supporting vulnerable mothers in their communities.

Planned Parenthood of Greater Ohio seeks to help people develop a positive view of sexuality and provide them with information and skills to take care of their sexual health now and in the future. We believe sexuality is a healthy, lifelong aspect of us all. The programs, resources, and services offered by Planned Parenthood center around core, fundamental beliefs.

- We believe that youth have the right to accurate information and access to health services.
- We respect youth as valued members of the community with much to offer.
- We trust youth and adults to make responsible decisions when they are provided information, taught skills, and given support to do so.

About the Position

This Senior Director of Development, Major Gifts is responsible for strategy, cultivation, and solicitation of individual major gifts (typically \$10,000 and above). The position reports directly to the VP of Development and will be:

- passionate about the mission of Planned Parenthood and the people served by PPGOH;
- highly motivated to raise funds to support Planned Parenthood services;
- able to develop strategies for successfully closing major gifts;
- comfortable working with Planned Parenthood donors, staff, and clients; and
- highly collaborative with the development team members to achieve overall goals.

Essential Job Functions

- **Strategy** – In concert with the organization's case for support and in collaboration with the development team, develops and recommends a strategy for major gift donors that will:
 - retain existing donors;
 - increase the average gift size; and
 - expand the number of donors.

- **Portfolio Management** – Develops a *major gift* donor plan for an assigned portfolio of dedicated prospects. Communicates the plan tactics and goals to the development team to ensure the plan is accepted and incorporated into the overall development plans and operations.
- **Donor Engagement and Relationships** – Engages donors through effective communications (e.g., written, face-to-face, web and social media, events). Builds relationships with donors in the portfolio. Cultivates major gift donors and solicits gifts to maximize philanthropic giving for the targeted segment.
- **Team Collaboration** – Works closely with the team to ensure overall success of the development function. Supports team members with parallel fundraising activities, such as mid-level, annual fund, events, planned-giving, and campaigns.
- **Documentation, Metrics, and Reporting** – Develops appropriate metrics and reports for major gifts. Maintains donor tracking and systems. Develops documentation and works closely with donor communications, finance, annual fund, and grants.



Position Requirements

Education and Experience

BA/BS in nonprofit management, public affairs, communications, or related field.

Five years of successful fundraising experience that includes major gifts.

Competencies, Skills, and Abilities

- Deep, **passionate commitment** to Planned Parenthood's mission and the ability to communicate its objectives enthusiastically to potential donors.
- **Strategic mindset** and ability to **develop plans** to maximize philanthropic giving from the assigned portfolio and major-gift donors.
- Knowledge of **fund development principles, strategies, and tactics**.
- **Customer focus** – ability to engage donors, staff, volunteers, and community constituents.
- **Drive for results**.
- **Builds networks**.
- **Interpersonal savvy** and ability to establish relationships with **integrity and trust**.
- **Persuasion** skills.
- **Political savvy** in working with donors, funders, community leaders, and diverse constituents.
- Ability to **work independently** and **collaborate**.
- Ability to work in a fast-paced, complex, and changing organization.

- Effective **problem-solving and decision-making skills**.
- **Communicate effectively** (verbal, written, and presentation).
- **Manage ambiguity** and **be flexible** in responding to the needs of a fast-moving and dynamic department.
- Ability to work some overtime, evenings, and weekends for fundraising-related events.
- Sense of humor.

Desirable Qualifications

- Graduate-level degree in a related field.
- Experience in related fundraising practices (e.g., donor relations, engagement, planned-giving, annual fund, event management).
- CFRE.

Application Process

Benefactor Group is assisting Planned Parenthood of Greater Ohio with this search. To learn more about PPGOH click on www.plannedparenthood.org/planned-parenthood-greater-ohio

Applications will be reviewed as they are received. All applications will be considered highly confidential. **To be considered for this position, please send cover letter and resume to:**

Ron Guisinger or Cathy Fynes

HR@benefactorgroup.com

<http://www.benefactorgoup.com>