

**Director of Leadership Giving**  
(full-time salaried)

**Position Summary:**

The Director of Leadership Giving is a pivotal leadership role that strategically enhances our mid-level giving, major gifts, and planned giving initiatives. This position is integral to advancing our organizational growth, leading the cultivation, solicitation, and stewardship of high-impact donors. The ideal candidate will be a seasoned and passionate fundraising professional who excels in a dynamic, innovative environment and is committed to driving the strategic objectives and success of our organization. This position reports to the VP of Strategic Partnerships.

**Key Responsibilities:**

- **Fundraising Strategy:**
  - Collaborate with team to develop and execute comprehensive strategies for mid-level giving, major gifts, and planned giving.
  - Manage a portfolio of mid-level, major, and planned giving prospects and donors, focusing on personalized cultivation and solicitation.
  - Leverage technology and collaborate with Director of Annual Giving on prospect identification, growing pipeline of mid-level, major, and planned giving donors.
  - Work with the VP of Strategic Partnerships to establish and achieve annual fundraising goals.
- **Donor Engagement and Stewardship:**
  - Cultivate strong relationships with donors through personalized engagement plans and ongoing communications.
  - Collaborate with CARES and food program staff to understand and convey funding needs and program impacts.
  - Integrate mid-level giving, major gift fundraising, and planned giving efforts with other development efforts.
- **Planned Giving:**
  - Develop and promote planned giving opportunities to engage donors in supporting the organization through bequests, trusts, and other planned giving vehicles.
  - Provide information and guidance to donors about the benefits of planned giving.
  - Track and report on planned giving activities, ensuring proper documentation and recognition.
- **Performance Tracking and Reporting:**
  - Monitor and evaluate fundraising performance for mid-level, major, and planned giving donors, providing regular updates and insights.
  - Maintain accurate records of donor interactions and contributions in the donor database.
  - Prepare detailed reports on progress towards fundraising goals, highlighting successes and areas for improvement.



**Qualifications:**

- Bachelor's degree in a related field
- 5-7 years of experience in fundraising, with a successful track record in mid-level giving, major gifts, and planned giving solicitation.
- Excellent relationship-building skills and the ability to engage donors effectively.
- Strong verbal and written communication skills.
- Ability to work independently and collaboratively in a fast-paced environment.
- Proficiency in donor database management (e.g., DonorPerfect).
- Passion for the mission of Loaves & Fishes Community Services and a commitment to community service.

**Compensation:**

- Competitive salary based on experience
- Comprehensive benefits package

*Loaves & Fishes Community Services is committed to creating a diverse environment and is proud to be an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law. Qualified applicants protected by law are encouraged to apply.*

Submit resume and cover letter to [azediker@loaves-fishes.org](mailto:azediker@loaves-fishes.org)

