



## Position Announcement

**POSITION:** Major Gifts Officer

**SALARY:** Commensurate with Education and Experience

### **OVERVIEW:**

The Major Gifts Officer develops a strategy to ask for minor/major gifts and strives to meet goals for making a set number of solicitations or raise a predetermined amount of money. This position cultivates and manages a portfolio of individuals who have the capacity to give a large and/or planned gift and who may be interested in supporting the Sacramento Children's Home (SCH). The Major Gifts Officer also develops a strategy to increase minor gifts or move them to major gifts. In addition to the CEO, this position also acts as primary representative of SCH to the community. This position requires late evening activities as the need arises and requires frequent travel within the Sacramento region.

### **QUALIFICATIONS:**

Bachelors Degree in Business, Marketing, Communications or a related field or the equivalent combination of a BA degree and related work experience demonstrating the knowledge and application of the principles of fundraising, marketing, sales and public relations is required.

A minimum of five (5) years experience in fundraising, marketing or public relations programs is preferred.

Experience with planned giving and a proven track record in securing large gifts is required.

Excellent strategic planning, organizational, sales/closing, interpersonal, verbal and written communications skills are required.

Must be available to work a flexible schedule based on business needs.

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### **TO APPLY:**

Please submit an up to date resume as well as a completed Application, which is available on our website.

Fax: (866) 659-6866

E-mail: [jobs@kidshome.org](mailto:jobs@kidshome.org)

SCH offers competitive salaries and excellent benefits.  
For additional details please visit our website at [www.kidshome.org](http://www.kidshome.org).

EQUAL OPPORTUNITY EMPLOYER

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