

## WORK FOR AN AWARD-WINNING NON-PROFIT SOCIAL ENTERPRISE

Job Title: Major Gifts Officer  
Industry: Non-Profit/International Development  
Function: Fundraising  
Job Location: US – Remote  
Start Date: Immediate  
Term: At-will  
Salary: \$75,000 - \$95,000, based on experience

## WHO WE ARE

Founded in 2004, Build Change is an innovative international non-profit social enterprise whose mission is to save lives in earthquakes and hurricanes. We do that by designing disaster-resistant houses and schools; training homeowners, builders, engineers and government officials to build them; working with governments to develop and implement building standards; partnering with the private sector to improve building materials quality and create jobs; and facilitating access to incentive-based capital for reconstruction and retrofitting by partnering with financing institutions and government subsidy programs.

Build Change is the recipient of multiple awards, including a 2017 Skoll Foundation Award for Social Entrepreneurship, OpenIDEO Urban Resilience Challenge Winner, and was a top three finalist in IBM's inaugural Call for Code Developer Challenge in 2018.

To learn more about us and our programs in Indonesia, Colombia, Philippines, Nepal and the Caribbean, visit [www.buildchange.org](http://www.buildchange.org).

## YOUR NEW OPPORTUNITY

As our Major Gifts Officer you will design, develop and implement our major gift program. You will be responsible for managing and cultivating relationships with existing major gift prospects, as well as researching/identifying new potential donors. You thrive on engaging donors and prospects, whether over email, phone, or in-person, and possess a natural ability to create connections and inspire action on Build Change's urgent global work to expand access to resilient housing. You'll energize and support team members so that targets are met for expanded annual giving and major donors are acknowledged through public and private recognition. You are highly organized, manage quick or shifting deadlines well, and have the familiarity with systems and software to track and cultivate donors and record donations.

Build Change will benefit from your excellence in the planning and execution of major fundraising events, such as our bi-annual fundraiser and joint events with our donors. You'll collaborate closely with Build Change communications colleagues to fully leverage our assets for public campaigns and appeals.

You are familiar with trends in philanthropy and can speak confidently with potential donors about their giving interests and goals.

## **OUR IDEAL CANDIDATE:**

### ***You have:***

- a passion for engaging existing and new donors and helping them to fulfill their vision for change in the world
- outstanding writing skills and an ability to speak persuasively in front of large and small groups
- exceptional organizational skills, proactive management of resources and time
- strong goal orientation and accountability for results

### ***Your experience includes:***

- 5 years in a similar position with a proven track record of setting and meeting fundraising targets
- effective planning and implementation of fundraising events that build deeper connections with an increasing number of followers and supporters
- use of Salesforce or other CRMs, various social media platforms and familiarity with metrics for tracking fundraising outcomes

### ***You are able to:***

- work independently, including some evenings and weekends, and travel as needed
- speak passionately about Build Change's mission

### ***You would describe yourself as:***

- optimistic, flexible, humble, patient, and having a good sense of humor
- pro-active, self-motivated, and able to work independently while also contributing fully as a team member
- fluent in English

### ***And maybe you also:***

- have worked in the Caribbean, Latin America, Asia or emerging nations
- have experience in international development
- understand basic engineering and construction principles
- speak Spanish, French or any of the languages spoken in our program countries

## **ARE YOU INTERESTED?**

Then please visit [www.buildchange.org/about/careers](http://www.buildchange.org/about/careers) and select the link for this position. Applications will be accepted until filled and will be reviewed as received. Build Change is a proud Equal Opportunity Employer. Qualified women and citizens of Build Change's program countries are strongly encouraged to apply. Only shortlisted candidates will be contacted. No calls please.