

Major Gifts Officer

Company: Southern California Public Radio / KPCC 89.3

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Who We Are:

Southern California Public Radio (SCPR) is a non-profit public media network whose mission is to strengthen the civic and cultural bonds that unite Southern California's diverse communities by providing the highest-quality news and information service on air at **89.3 KPCC**, online at KPCC.org, and through **KPCC In Person**. Since our founding in 1999, SCPR has been a fast-growing, innovative, multiplatform public service newsroom. Every day, our staff helps audiences catch up on the latest headlines, solve the complexities of life in Southern California, and connect curious communities to one another.

Parallel to SCPR's growth, the journalism field has transformed rapidly over the past decade. Technological changes are impacting how information is distributed and how communities engage with the news and each other, as well as how journalism is funded. In light of these recent disruptions and looking towards more shifts on the horizon like artificial intelligence, voice-activated technology, or driverless cars SCPR continues to adapt. These changes represent more than simply disruptions for the media industry. They are exciting opportunities for SCPR to reach new audiences, engage more communities, better serve the public with news and information, and strengthen our sustainability for the long term. As such, SCPR has an entrepreneurial spirit with many stakeholders in the philanthropic process.

The Job:

The Major Gifts Officer is responsible for building relationships with donors and securing major gifts. This position will develop strategies to secure annual operating (over \$10,000) and budget alleviating program support at \$10,000 - \$250,000. This is a position which will spend 50% or more of their time outside of the office, visiting and cultivating prospects in-person. The role will manage a portfolio of approximately 125 donors, is expected to travel during the day (with occasional overnight travel), and maintain a work flow of 3 - 5 out of office appointments per week. Solicitations may also include gala tables/support and planned giving commitments; may also partner with the Membership and Leadership Circle teams on select annual renewals. The position is expected to work closely with donors and prospects and will conduct outreach to qualify new prospects. The Major Gift Officer will work with the Director of Development and Senior Vice President, Development in support of the future SCPR campaign.

For a full description and to apply, please visit:

<https://americanpublicmedia.applicantpro.com/jobs/791983.html>.