Common Sense (https://www.commonsensemedia.org/) is the nation’s leading independent nonprofit organization devoted to helping kids and families thrive in a world of media and technology.

Every day, millions of families turn to Common Sense for trusted advice and unbiased ratings. We offer the largest library of independent age-based and educational ratings and reviews for everything your kids want to watch, play, read, and learn. Our movie and TV ratings are available on Comcast, Apple TV, DirecTV, and many other partner networks, helping families and kids make smart media choices. Through our schools program, we provide educators with a curriculum that teaches the essential digital literacy and citizenship skills every student needs to succeed. More than 100,000 member schools across the country use our ratings and free curricula and content. We also work with policymakers, industry leaders, and legislators to improve the media and education landscape for kids, families, and schools.

The Regional Development Officer, Los Angeles, will serve as the lead strategist, front-line fundraiser, and manager of major gift and event fundraising in Southern California. They will manage the Los Angeles Regional Advisory Council and oversee cultivation and fundraising activities across the region. Working closely with the Vice President of Development, the Chief Strategy & Development Officer, and the LA Regional Advisory Council, this position is responsible for cultivating, soliciting, and stewarding existing and new donor relationships, with a focus on major and leadership gifts.

The ideal candidate is a creative, talented, experienced development professional who has a proven track record of success in securing major gifts, developing strong relationships, engaging volunteers, and being part of a dynamic organization that is focused on helping kids and families thrive in a world of media and technology.

REPORT TO: Vice President of Development

LOCATION: Los Angeles

EXEMPT STATUS: Non-Exempt

SALARY RANGE: 90,000-115,000 depending on experience

KEY RESPONSIBILITIES:

Presence Building and Advisory Councils

- Act as lead ambassador for Common Sense in Los Angeles.
- Build, guide, and maximize the efforts of the LA Regional Advisory Council to expand Common Sense’s regional presence and philanthropic base.
● Speak at cultivation events and conferences to raise awareness about Common Sense's mission and programs.

**Strategy and Planning**

● Participate as part of a national team to carry out the organization's fundraising strategy in the LA area and on behalf of the work across the organization; collaborate to build a comprehensive fundraising plan and meet annual revenue targets through a combination of securing individual donations and executing high-impact fundraising and cultivation events.
● Collaborate with the VP of Development and Chief Strategy & Development Officer to identify, cultivate, and recruit LA members for a new National Leadership Council.
● Develop and implement creative approaches to engage and steward donors to build a sustaining network of philanthropic support in LA.
● Provide accurate and timely pipeline reports and revenue projections.

**Major Gift Portfolio Management**

● Manage and expand a portfolio of 50–100 major donors with potential to contribute gifts of $5K–$100K+ annually.
● Plan, develop, and oversee the implementation of individual cultivation, solicitation, and stewardship strategies for the LA regional portfolio.
● Maintain an active schedule of face-to-face qualification and cultivation visits for current and prospective major gift donors.
● Continually research and identify new prospects, and work diligently to convert to active donors.
● Strategically leverage the LA Regional Advisory Council, executive team, and board members in prospect identification, cultivation, and solicitation, as appropriate.
● Successfully align donor interests with Common Sense's program initiatives and educate donors on Common Sense's impact.
● Deliver exceptional stewardship to the LA regional portfolio.

**Events (in-person and virtual)**

● Lead planning and fundraising for all local cultivation and fundraising events, including an annual LA fundraiser and rotating Common Sense Media Awards.
● Work with the LA Regional Advisory Council and LA-based board members to host donor cultivation events and to chair/sponsor/support fundraisers.
● Identify, cultivate, and solicit corporate sponsors for fundraising events and programs.

**POSITION REQUIREMENTS:**
● Bachelor's degree required; advanced degree a plus.
● Minimum of 5 years of successful experience in fundraising (particularly in a field related to education, families, and children) through board, major volunteer, or operating roles.
● Previous experience in external affairs or donor relations in a nonprofit or CSR role preferred, ideally in the media/entertainment, education, or technology sectors.
● Successful track record in major gifts cultivation and solicitation (five-to-seven-figure gifts); campaign and corporate sponsorship experience a plus.
● Deep knowledge of the Los Angeles philanthropic landscape as well as the media/entertainment, education, and business landscapes.
● Strategic mindset and ability to build a compelling case for support.
● Willing to travel locally/regionally and spend several days in San Francisco each quarter.
● Outstanding oral and written communication skills; public speaking experience preferred.
● Superior relationship-building skills; confidence and proven ability to inspire, engage, and build authentic and lasting relationships with philanthropists and volunteers.
● Creative and high level of energy and productivity.
● Deep understanding and commitment to diversity, equity, and inclusion.
● Execution-focused and able to convert strategy into action and results.
● A high degree of self-motivation, self-direction, and ingenuity in a highly entrepreneurial environment.
● Proficiency with donor databases and office technology systems, including Google Workspace and Salesforce, preferred.

**BENEFITS:**

● The chance to work with talented, passionate professionals.
● A great health and welfare benefits package, including medical, dental, vision, and a matching 401(k).
● An organization that offers work/life balance.
● The opportunity to really make a difference in the lives of kids and families!

**TO APPLY:** https://commonsense.hire.trakstar.com/jobs/fk0sy1f

*Common Sense values the diversity of its employees and is an equal opportunity employer. For more information on our values, please visit our statement on [diversity, equity, and inclusion](#). Common Sense will consider for employment qualified applicants with arrest and conviction records. However, job offers are made on the condition that the applicant subsequently passes a criminal*
background check. If the background check indicates a prior criminal conviction, we will conduct an individualized assessment to determine whether the conviction should result in denial of employment.