



Planned Parenthood Los Angeles is searching for a seasoned, collaborative, and strategic **Senior Major Gifts Officer** to be part of a tightly knit, performance driven, passionate team with a high success rate of closing 4 – 7 figure gifts. Reporting to the Director, Major and Campaign Giving, the Sr. Major Gifts Officer will manage 1 - 2 Major Gifts Officer(s) and will carry a robust portfolio of 80 – 120 prospects. Responsible for the cultivation and stewardship of donors and prospects to make gifts during the comprehensive campaign: identifying, cultivating, soliciting, and closing gifts at the 4 - 7-figure level and stewarding existing donors.

This is a remarkable opportunity for the right individual who is committed to reproductive rights and healthcare in the Los Angeles community. At PPLA, you will have the opportunity to serve a mission you're passionate about as you contribute to our long-term vision.

As the largest provider of reproductive healthcare in Los Angeles County, Planned Parenthood's mission is to provide convenient and affordable access to a comprehensive range of quality reproductive health care and sexual health information, through patient services, education, and advocacy.

Our Ideal Candidate will have the following qualifications:

- Bachelor's Degree or equivalent work experience
- Minimum of five (5) years of experience in direct solicitation and prospect management
- Hands-on involvement in direct individual face to face solicitations within higher education, health care, social service, or similar nonprofit organization
- Collaborative work within prospect research and moves management
- Management of direct reports or similar experience
- Experience with donor database software, preferably Raiser's Edge
- Demonstrated ability to manage multiple prospects in all stages of solicitation with a strong attention to detail and follow-through
- Capacity to manage volunteers as partners in cultivation, solicitation and stewardship of prospects
- Team player committed to the mission of Planned Parenthood Los Angeles
- Success in face to face solicitation and closing of gifts
- Ability to prioritize a robust portfolio of prospects
- Availability to work flexible hours, including weekends and evenings as needed

About the position:

- Manage a portfolio of 80 - 120 donors and prospects; Identify, solicit, cultivate and close individual gifts at the 4 to 7-figure level
- Day to day management and oversight of 1 – 2 MGO(s)
- Maintain relationships with campaign volunteer leadership, board members, and Development staff, and with other Agency staff, as required

- Write compelling proposals and reports to secure new commitments and upgrade existing donor commitments
- Collaborate with Director, Major & Campaign Giving and Director, Prospect Management on strategies for gifts including planned gifts and bequests
- Communicate regularly with donors and prospects to ensure adequate/high levels of engagement
- Work collaboratively and closely with PPLA staff in multiple departments to coordinate donor site visits, and to compile donor requested information and data
- Engage donors and prospects at events and other venues as part of the cultivation process

Generous salary and benefits package includes:

- Medical, dental, and vision coverage options for you and eligible dependents
- Free basic life/AD&D policy with additional voluntary coverage options
- Short Term Disability, Critical Illness and Accident policies
- 403(b) Retirement plan with up to 3% employer match
- Medical and Dependent Flexible Spending Account plans
- Public Transportation and Commuter Pre-Tax Reimbursements
- Generous vacation, sick, and holiday benefits

Planned Parenthood Los Angeles is an Equal Employment Opportunity and Affirmative Action Employer. We will consider for employment qualified applicants with criminal histories in a manner consistent with the requirements of Los Angeles County Ordinance No. 184852.

Submit your resume on our career site today!: <https://jobs.lever.co/pp-la/c0dc76b0-eac6-43bb-be1f-6aebdcdeea48?lever-origin=applied&lever-source%5B%5D=AFPGLAC>