

Regional Planned Giving Associate Director – Richmond, Virginia

Do you have 3 years' experience related to outside territory sales, public relations, fundraising, philanthropy, alumni affairs, insurance, ministry or financial services? Are looking for a fulfilling new career path? Would you like to work for one of the largest Christian organizations in the world? This opportunity might be just what you are looking for!

The Salvation Army has an outstanding opportunity for a **Regional Planned Giving Associate Director** who lives in the Southeast region of Virginia including Fredericksburg, Richmond, Norfolk, Hampton Roads area to expand their skills and grow with one of the oldest and most successful development programs in the United States.

The Salvation Army operates in communities across the United States. We are committed to meeting human needs wherever we can by providing food distribution, disaster relief, rehabilitation centers, anti-human trafficking efforts, housing for homeless, basic needs assistance, children's programs and many other programs.

This Regional Planned Giving Associate Director position:

- Solicits, cultivates and secures documentation of planned gifts, such as wills, trusts, and annuities to fund the Mission of The Salvation Army.
- Cultivates and maintains strong relationships with donors and their professional advisors.
- Responds to inquiries and communicates with donors, prospects, advisory organization members, Salvation Army staff and Officers.
- Conducts personal interviews to identify prospects, consults with individuals about specific planned giving vehicles and assists them in their estate planning to determine the most appropriate planned gift for their personal circumstances.
- Educates advisory boards and presents planned giving strategies.
- Attends and participates in conferences and training sessions, maintains up-to-date knowledge and awareness of planned giving practices and legislation in relation to planned giving and taxation.
- **Ideal candidate to reside in Norfolk, Williamsburg, Richmond, or Hampton Roads**

The successful Regional Planned Giving Associate Director candidate will have:

- Three years' experience achieving results in the fundraising field; planned giving, major gifts, development, capital campaigns or related fields (financial advisor, outside territorial sales, etc.) and Bachelor's degree from an accredited college or university.
- Demonstrated ability and experience building strong relationships with clients.
- Demonstrated self-starter, and ability to work with minimal supervision from a personal home office.
- Experience actively developing, cultivating, and managing a portfolio of donors (or prospects).
- Ability to acquire a working knowledge of a large body of new, technical information.
- Excellent oral and written communication skills, including public presentations.

The Salvation Army recognizes that peace of mind is important to our employees and their families. Because of this, we offer a competitive salary, automobile, home office set up, full health, life, dental insurance coverage, retirement, professional development, reimbursed travel expenses, and paid time off!

For consideration, please send a cover letter, resume and salary requirements to:
search2@carrassessment.com.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Bona-fide Occupational Qualification (BFOQ):

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