

## Development Giving Officer

**Eastern Virginia Medical School (EVMS)** in Norfolk, VA is an academic health center dedicated to achieving excellence in medical and health professions education, research and patient care. We strive to improve the health of our community and to be recognized as a national center of intellectual and clinical strength in medicine. As one of the nation's only academic medical centers founded and funded by its local community, EVMS serves as an integral community partner to industry organizations, academic institutions, health-care entities and area municipalities, while also being a primary economic driver and health-care workforce developer for the Hampton Roads region. For more than 40 years, EVMS has translated research and discovery into better patient care, and served as a catalyst for the region's medical renaissance. Today, along with educating physicians, we offer health professions programs designed to meet emerging health-care needs, as well as the demands of an ever-expanding health-care job market that affect lives around the block—and around the world.

**The Opportunity:** EVMS seeks a highly energetic professional to join an award winning development team in the role of Development Giving Officer. Recognized as the area's Outstanding Nonprofit Organization in 2014 by the Association of Fundraising Professionals Hampton Roads Chapter National Philanthropy Day event, EVMS has developed creative, resourceful and inspired campaigns, initiatives, projects and techniques that have grown and increased our fundraising infrastructure, program and results.

The Development Giving Officer is responsible for developing, implementing and managing a portfolio of prospects and donors for acquiring individual gifts in the \$500 to \$5,000 giving range. This position works under the direction of the Executive Director, Major Gifts & Annual Giving and in collaboration with the Major Giving team to assure that ample unrestricted and restricted funds are generated to enhance and support the overall mission of EVMS. The focus of this position is to develop and manage a portfolio of mid-level giving donors by initiating, cultivating, soliciting and stewarding relationships with individuals, couples, and families who partner financially with EVMS. The incumbent is responsible for researching donors, broad donor communications, and developing and executing fundraising strategies that increase donor retention rates, increase giving per donor, and lift mid-level donors into a major gifts portfolio.

**Qualifications:** Candidates must have a bachelor's degree and a minimum of three (3) years of progressively responsible experience in development/ fundraising with a solid understanding of fundraising principles and methodologies is required. Working knowledge of planned giving a plus. Experience in marketing and/or strong marketing and public relations skills with the goal of successfully soliciting gifts a plus. Experience using CRM databases required; experience in Raiser's Edge database preferred. Experience in higher education or within academic health center is preferred. Proficiency with Microsoft Office, particularly Word, Excel, Outlook, and PowerPoint required, Access preferred.

Full details about the position, requirements, and applying for this position can be found by searching for Development Giving Officer at this link: <https://careers-evms.icims.com/jobs/>

EVMS is EOE/including disability and veterans, and Drug and Tobacco Free workplace.