

Job Description

Location: Greenville or Columbia

Position Summary

The Senior Major Gift Officer (Sr. MGO) is a strategic fundraising leader responsible for driving significant philanthropic investment in support of Communities In Schools of South Carolina (CISSC). This role manages a high-value portfolio of donors and prospects, cultivates transformational gifts, and contributes to the design and execution of regional and statewide fundraising strategies.

The Sr. Major Gifts Officer partners closely with the Sr. Vice President, External Affairs, Executive Leadership, board members, and cross-functional teams to advance a culture of philanthropy and deliver a best-in-class donor experience. This individual plays a critical role in securing major, planned, and leadership-level gifts while helping position CISSC for long-term sustainability and growth.

Key Responsibilities

Strategic Donor Development & Solicitation

- Prospect, cultivate, solicit, and steward major and leadership-level gifts (\$25,000+), with an emphasis on securing multi-year and transformational investments.
- Develop and execute sophisticated, individualized donor strategies aligned with organizational priorities and funding needs.
- Lead high-level donor engagements, including executive briefings, site visits, and mission-driven experiences.
- Partner with senior leadership and board members to support donor cultivation and solicitation efforts.

Portfolio Management & Growth

- Build and maintain a portfolio of 75–100 high-capacity donors and prospects with a focus on pipeline growth and long-term value.
- Continuously assess and refine portfolio strategy to maximize donor engagement, retention, and revenue outcomes.
- Ensure accurate and strategic use of donor data within Charity Proud (Donor CRM) to inform decision-making and forecasting.
- Provide exceptional stewardship, recognition, and reporting to deepen donor relationships and increase lifetime giving.

Campaign Strategy & Execution

- Play a leadership role in comprehensive fundraising efforts, including capital campaigns, special initiatives, and regional growth strategies.
- Identify and pursue opportunities for blended giving, including planned gifts, endowments, and matching gift strategies.

- Collaborate with marketing and communications to develop compelling donor-facing materials and narratives that elevate the CISSC brand.
- Contributes to the development of case statements, proposals, and campaign strategies that inspire investment.

Leadership & Collaboration

- Serve as a key thought partner to the development team, contributing to strategy, best practices, and performance outcomes.
- Engage and activate board members and volunteers in meaningful fundraising roles.
- Collaborate across departments to align fundraising strategies with programmatic priorities and organizational growth goals.

Qualifications

- Bachelor's degree in Business, Communications, Nonprofit Management, or related field
- 5–8+ years of progressive experience in individual and/or major gift fundraising, with a proven track record of securing five- and six-figure gifts.
- Demonstrated success managing high-level donor relationships and closing complex gifts.
- Strong strategic thinking and ability to translate organizational priorities into compelling funding opportunities.
- Exceptional interpersonal, communication, and presentation skills.
- High level of professionalism, discretion, and emotional intelligence.
- Ability to travel within the Lowcountry region and attend evening/weekend events as needed.

Preferred Skills & Experience

- Experience with comprehensive campaigns and/or capital campaigns.
- Knowledge of planned giving vehicles and donor structuring strategies.
- Proficiency in donor management systems (e.g., Charity Proud, Raiser's Edge, Salesforce).
- Experience working with board members and executive leadership in fundraising settings.

Employment Type: Full-Time

Minimum Experience: 5 years

Compensation: \$82,000 - \$95,000 based on years of experience

ABOUT:

At Communities In Schools of South Carolina, we connect students to the relationships and resources they need to thrive. We believe every student deserves a community that shows up with purpose and stays present throughout their journey. As a statewide organization, we partner with schools to build trusting relationships, remove barriers, and support students in staying in school and succeeding in life.

*Our mission is to surround students with a community of support, empowering them to stay in school and achieve in life. Guided by our core values—**excellence, collaboration, integrity, purpose, and relationships**—we expand opportunity for students across South Carolina to thrive and shape their future. You'll join a purpose-driven, meaningful team of professionals dedicated to making a lasting difference for students and families across South Carolina.*

NOTE:

This job description outlines the primary responsibilities of the role and is not intended to be a complete list of all duties or requirements.

Communities In Schools of South Carolina is an equal opportunity employer. We do not discriminate based on race, color, religion, sex, national origin, gender identity, sexual orientation, disability, age, genetic information, or any other protected status. This commitment applies to all aspects of employment, including hiring, promotion, compensation, benefits, and termination, as well as participation in organizational programs and activities.