YMCA of Honolulu  
Director of Major Gifts & Donor Engagement

Reporting to the Vice President of Development, the Director of Major Gifts & Donor Engagement (DMG) executes and manages cultivation and stewardship strategies in support of fundraising campaigns, major gifts, gift planning and donor relations. In collaboration with the Vice President of Development, the DMG will assist in the execution of a comprehensive development plan to maximize fundraising success and primarily focus on campaign goals through external philanthropic support for the YMCA of Honolulu.

The DMG will develop and execute strategies for the solicitation of major gifts, corporate gifts, planned gifts, and in collaboration with the Director of Philanthropy and Branch leadership, secure annual leadership gifts. The DMG will ensure that all solicitations are carried out appropriately and in a timely manner, in accordance with best practices.

The DMG will also develop and manage stewardship and cultivation functions, including endowment reports to donors, major gifts stewardship and the planning and implementation of development events, including donor recognition events, and small group donor cultivation events with the Director of Philanthropy and Vice President of Development.

The DMG will manage a portfolio of 80-120 major gift donors and donor prospects with the potential to make 5-, 6- and 7-figure gifts. DMG will work closely with the Vice President of Development, the CEO and additional staff and volunteer leadership in ramping up program activity in preparation for a “silent” comprehensive campaign for the YMCA.

The position requires a strong leader with a passion for the YMCA’s mission and who is motivated to build relationships with potential donors and board members.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Works closely with the Vice President of Development to identify, cultivate, solicit, steward and retain qualified prospects and donors.
- Manages a portfolio of prospects and donors and applies a moves-management approach with a strategy for each donor.
- Strategically engages Board, administrative leadership and current donors.
• Partners collaboratively with other team members to ensure effective outcomes.
• Makes discovery, qualification/assessment calls, cultivates, solicits and recognizes major donors.
• Solicits and closes complex gifts such as campaign, endowment and planned gifts.
• Develops and maintains a thorough working knowledge of strategic programs in order to effectively articulate the Y’s priorities and fundraising objectives to donors.
• Prepares and submits goals that contain specific timelines, projected results, and outcomes.
• Documents all activity in the Raisers Edge donor database.
• Attends all appropriate meetings and events.
• Other duties as assigned by the Vice President of Development.

REQUIREMENTS
• Bachelor’s degree preferred, advanced degree an advantage.
• Minimum of five years of progressively responsible experience in fundraising or related field.
• Working knowledge of planned giving vehicles in order to facilitate philanthropic conversations.
• Attention to detail and the ability to manage multiple projects simultaneously is a must.
• Results oriented with a passionate commitment to non-profit work and an appreciation of the goals and mission of the YMCA.
• Proven track record of successfully closing outright and planned major gifts, experience in raising funds in the fast-paced environment of a comprehensive campaign.
• Ability to develop strong relationships with donors with the highest degree of professionalism and confidentiality.
• Relationship builder who is experienced in networking with individual donors.
• Self-motivated and driven, with excellent time management skills.
• Proficient in CRM systems (Raisers Edge an advantage), MS Excel; MS work; MS PowerPoint; Google Suite; and other productivity software.
• Occasional travel and weekend/evening work required.

Salary Range:  $75,000-$85,000
Benefits:  Medical and Dental Plans, Paid Time Off, Retirement (YMCA pays an equivalent of 12% of salary into the employee’s retirement fund), disability and life insurance, free YMCA membership, program discounts and other benefits.
About the YMCA of Honolulu
With nine branches islandwide touching the lives of more than 50,000 people annually, the YMCA of Honolulu is one of the largest nonprofits in Hawaii. The YMCA serves individuals of all ages and from all walks of life from programs in early learning education to teen leadership to health and wellness.

With a commitment to nurturing the potential of kids, promoting healthy living and fostering a sense of social responsibility, the Y ensures that every individual has access to the essentials needed to learn, grow and thrive.

We believe that all kids deserve the opportunity to discover who they are and what they can achieve. That’s why, through the Y, thousands of youth today are cultivating the values, skills and relationships that lead to positive behaviors, better health and educational achievement.

Though the world may be unpredictable, one thing remains certain - the Y is, and always will be, dedicated to building healthy, confident, connected and secure children, adults, families and communities.

To apply, visit our website: https://www.ymcahonolulu.org/careers/apply
Please include your resume and a cover letter