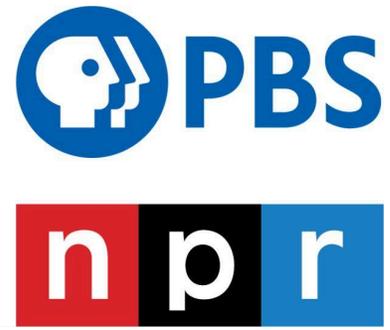


**Ocean
State
Media**



Position: Major Gifts Officer

Supervises: None

Reports to: Interim Chief Revenue Officer

Location: Providence, Rhode Island

Exempt / Non-Exempt: Full Time Exempt

Summary:

Ocean State Media is the locally owned and operated award-winning public media organization serving Rhode Island and southeastern Massachusetts. Formerly known as Rhode Island PBS and The Public's Radio, Ocean State Media was established in 2025 to deliver in-depth local journalism and community connection. We are reimagining what public media can be. We listen first, partner with our neighbors, and make space for meaningful conversation. Wherever you are – on air, online, or out in the world – Ocean State Media is there with you, informing, engaging, and reflecting Rhode Island.

We're looking for a passionate and motivated Major Gifts Officer to join our growing development team. This role is ideal for a relationship-builder who thrives on meaningful connections and wants to help ensure the future of independent, local public media.

Specific Duties (including but not limited to):

- Manage and grow a portfolio of 75–125 individual donors and prospects with the capacity to give \$5,000+ annually.
- Cultivate, solicit, and steward donors through personalized strategies, consistent outreach, and face-to-face (or virtual) meetings.
- Develop tailored proposals and ask strategies in collaboration with the Chief Revenue Officer and CEO.
- Partner with colleagues across development, marketing, programming, and leadership to align messaging and leverage content.
- Maintain detailed donor records in the CRM (specifically, CDP and REVCRM), track interactions and moves management, and produce reports.
- Support and attend cultivation events, small donor gatherings, and on-air pledge drives, occasionally during evenings or weekends.
- Identify and qualify new major gift prospects through research, analysis, and referrals.
- Ensure timely acknowledgment and impact reporting to sustain and deepen donor relationships.

Required Qualifications

- 5 - 7 years of experience in fundraising, donor relations, or related fields in the nonprofit sector.
- Demonstrated success in building relationships and securing philanthropic support.
- Excellent interpersonal and communication skills—both written and verbal.
- Comfort with CRM systems and donor database management (e.g., REVCRM, Blackbaud, Raiser’s Edge, Salesforce, etc.).
- Strong organizational skills, attention to detail, and the ability to manage multiple priorities.
- Enthusiasm for public media, community engagement, and nonprofit mission-driven work.
- **Preferred Qualifications**
- Knowledge of the Rhode Island philanthropic landscape.
- Experience with moves management or donor pipeline development.
- Familiarity with planned giving and capital campaign strategy a plus.

What We Offer:

At Ocean State Media Group, we foster a creative, dynamic workplace where employees can thrive, grow and connect with our mission. We offer a comprehensive benefits package that includes:

- Health and Wellness Benefits including health, dental and vision insurance;
- 403(b) Retirement Plan Benefit that includes a 100% matching contribution up to 6% of the employee's contribution, plus a pre-tax employer discretionary match up to 2% of the employee's compensation;
- Paid Time Off package of 25 days, as well as a minimum of 12 holidays each year;
- Other Benefits Options include a flexible spending account, life insurance, long-term disability insurance, pet insurance, and other voluntary insurance options.
- Hybrid work schedule (mix of remote and in-office).

Compensation:

The compensation range for this position is between \$90,000 and \$100,000.

How to Apply:

Required application documents for this position include Resume and Cover Letter submitted at oceanstatemedia.org/about/jobs

Ocean State Media is an Equal Employment Opportunity (EEO) provider, committed to diversity and building an inclusive environment for people of all backgrounds and ages. We especially encourage members of traditionally underrepresented communities to apply.