Mountain Region Major Gifts Officer, Based in Denver/Boulder

OVERVIEW

The Major Gifts Officer will be an instrumental player in advancing the research, public education, health equity, and advocacy initiatives of MAPS through building philanthropic support. This remote position is responsible for developing strategies to facilitate the MAPS mission through the identification, cultivation, and stewardship of relationships with thought leaders, researchers, and donors. They will serve as a key development team member and a core contributor to reaching organizational goals and objectives through managing an annual portfolio of individuals and foundations in a specific region capable of making principal ($250k+) and major gifts ($10k+).

ABOUT MAPS

The Multidisciplinary Association for Psychedelic Studies (MAPS) develops medical, legal, and cultural contexts for people to benefit from the careful use of psychedelics and marijuana.

Science Magazine named our research one of the top 10 scientific breakthroughs of 2021. Our work has been featured in every major media outlet because it stands to bring healing to millions of people suffering from PTSD through the careful use and study of psychedelics.

MAPS is committed to bringing these healing modalities to the world and providing them so that communities that most need mental health resources can access them. This shift has the potential to unlock previously unavailable resources for the investigation of psychedelic-assisted treatments applied to our most critical mental health challenges.

We are in the final stage of attaining the first psychedelic medication regulatory approvals in the USA. We have already initiated research in Europe, Canada, and Israel and will not stop until we achieve our goal of mass mental health for all. Working for MAPS means you will be joining at a moment of significant growth for our organization as we expand to meet the increasing demand for our work.

DUTIES

- Strategically grow a portfolio of donors in the Mountain Region through prospect research, relationship cultivation, and stewardship
- Work closely with department staff to prepare Cases for Support and other solicitation materials
- Develop comprehensive cultivation plans for all donors with portfolio and set
benchmarks toward long-term, sustainable growth

- Develop strong relationships and enlist the effective support of researchers, board members, and other leaders
- Collaborate on planning and production of special events, including dinners, receptions, and site tours as needed
- Assist in training the board and staff in the art of fundraising and accompany board members and other leadership on selected gift solicitations
- Serve as a MAPS spokesperson when appropriate

QUALIFICATIONS

- At least 3 years of major gift fundraising experience
- Comfortable interacting with high-net-worth individuals and the ability to maintain discretion and confidentiality
- Commitment to health equity and an interest in mental health, drug policy, and/or psychedelics
- Experience creating professional presentations, reports, and dashboards

COMPENSATION & LOCATION

- Base Pay: $100,000 - $130,000
- 100% employer-sponsored medical insurance, FSA/HRA, vision insurance, dental insurance, life insurance for employees, and 50% for dependents
- Generous time off, including 3 weeks vacation, 2 weeks sick time, and all federal holidays
- Employer-funded retirement
- Remote position based in Denver or Boulder. Employee is responsible for their workspace with secure internet and reliable phone reception.
- The position requires occasional night and weekend hours. Travel is required.

APPLICATION PROCESS

Apply online by uploading your resume, a cover letter, and your responses to the following:
1. How have you used Moves Management, or a similar system, in your fundraising?
2. Describe the 3 largest gifts you have closed.
3. How have you effectively managed a portfolio of donors?
4. MAPS is involved in working with and creating programs that serve people who experience trauma, including people of color, veterans, first-responders, and survivors of assault. You will explain our programs and why we collaborate with various demographics. You may also communicate with donors who might be a part of these demographics or have experience working alongside them. What experience or engagement with historically underserved or communities who have experienced trauma have you had?

Note that MAPS is based in San Jose, California, so the application system reflects that.