Director of Gift Planning

Job Category: Fundraising

Requisition Number: DIREC007629

Posting Details
Posted: June 7, 2022
Full-Time
Salary: $95,000 USD per year

Locations
Showing 1 location
Intermountain DHQ
Salvation Army Divisional Headquarters
Denver, CO 802032475, USA

Job Details
Description
Overview:
An opportunity to impact your community by working with a team of innovative Charitable Estate Planning professionals as the regional Director for our Intermountain Division. This position includes identifying, cultivating, and soliciting donors interested in impacting others through their giving. Work includes applying charitable gift planning to mutually benefit donors, their families, and The Salvation Army.

Benefits and Salary:
- Competitive Salary starting at $95,000-$105,000 annually + Benefits Package
- Collaborative Team-Spirit Environment
- Training in advanced Charitable Estate Planning techniques
Preferred Qualifications:

- Minimum five (5) plus years of proven success in charitable gift planning or in related fields of fundraising, charitable estate planning, financial planning, or technical sales
- A preference for candidates with an advanced degree or certification such as: Certified Financial Planner (“CFP”), MBA, JD, CPA, CSPG, or FCEP.

Duties & Responsibilities

- Responsible for a portfolio of 100+ existing gift planning donors, 200+ prospects & professional advisors
- Maintain annual stewardship for all bequest and life income donors within your area
- 40% of time traveling to achieve 16 in person visits per month.
- Deliver 20+ proposals per month that will generate $5M+ in new commitments per year.

Minimum Qualifications:

- Bachelor’s degree in business, marketing, sales, finance, or related field
- Have a passion for and FULLY support the whole mission of The Salvation Army
- Strong ability to close gifts six and seven figure gift plans
- Active listener (70% listening 30% speaking) with experience in assisting people in making decisions
- Attention to detail with good communication skills making complex ideas simple
- An understanding of bequests, charitable gift annuities, charitable unitrusts, and life estates
- Proficient in the use of computers and a wide variety of software programs

To Apply:

Apply [online here](#). Please remember to include your resume and references through the online portal.

**Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities**

The contractor will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the contractor’s legal duty to furnish information. 41 CFR 60-1.35(c)