

## **Director of Major Gifts & Planned Giving**

### **Women Helping Women**

**Location:** Hamilton County Office

#### **Who We Are**

Are you interested in being part of an organization dedicated to preventing gender-based violence and empowering survivors? At Women Helping Women, we believe in the power of survivors to rebuild their lives and are committed to providing the support and resources they need to do so.

Our success is rooted in a comprehensive approach that includes a 24/7 crisis hotline, live chat, legal advocacy, hospital accompaniment, support groups, prevention education, and financial assistance through the Francie Garber Pepper Survivor Equity Fund. Through these services, we help survivors move from crisis to safety, stability, and long-term healing.

Join us in making a tangible and lasting impact in the lives of survivors and our community.

#### **What We're Looking For**

The Director of Major Gifts & Planned Giving is responsible for developing, implementing, and managing Women Helping Women's major gift and planned giving initiatives. This position builds meaningful relationships with current and prospective donors, creates individualized cultivation and stewardship strategies, secures significant philanthropic investments, and advances legacy giving opportunities that ensure the long-term sustainability of the organization.

The Director manages a portfolio of major donor prospects and supporters while serving as a key ambassador for WHW throughout the community. Working closely with the CEO, Board members, Director of Development, volunteers, and community stakeholders, this individual helps drive annual fundraising success while building a pipeline of future support through planned and legacy gifts.

#### **What You Will Be Responsible For**

##### **Major Gift Fundraising**

- Manage a portfolio of approximately 75-125 major donor prospects and supporters.
- Develop and execute individualized cultivation, solicitation, and stewardship strategies.
- Conduct donor qualification, discovery, and relationship-building activities.
- Solicit and secure major gifts aligned with annual fundraising goals.
- Prepare donor proposals, gift agreements, impact reports, and stewardship communications.
- Develop strategies to increase donor retention, engagement, and year-over-year giving.

##### **Planned Giving & Legacy Giving**

- Develop and manage a Women Helping Women's legacy program.
- Identify, cultivate, and solicit planned giving prospects.
- Facilitate conversations regarding bequests, beneficiary designations, retirement assets, and other legacy gifts.

- Launch and manage recognition opportunities for legacy donors.
- Partner with donors and professional advisors regarding planned gift arrangements.
- Maintain documentation and reporting related to planned gift commitments.

### **Relationship Management & Community Engagement**

- Partner with the CEO, Director of Development and Board members on donor cultivation and solicitation strategies.
- Support volunteer leadership engagement in major gift conversations.
- Represent WHW at community events, donor meetings, and networking opportunities.
- Serve as a visible ambassador for the organization and its mission.

### **Development Operations & Strategy**

- Maintain accurate donor records, contact reports, and moves management activities within Neon donor database system.
- Analyze donor trends and fundraising performance to inform strategy.
- Prepare regular reports on portfolio activity and revenue progress.
- Collaborate with development staff on integrated fundraising strategies and campaigns.
- Perform other duties as assigned.

### **About You**

#### **Required Qualifications**

- Bachelor's degree required.
- Minimum 5-7 years of successful fundraising experience.
- Demonstrated success securing major gifts and cultivating high-capacity donors.
- Exceptional relationship-building, communication, and interpersonal skills.
- Strong donor communication, and presentation skills.
- Experience utilizing donor databases, specifically NEON systems.
- Ability to manage multiple priorities independently while working collaboratively within a team environment.

#### **Preferred Qualifications**

- Certified Fund Raising Executive (CFRE) credential.
- Experience with planned giving and legacy gift fundraising.
- Experience managing donor moves management systems.
- Experience working with nonprofit boards and volunteer leadership.

#### **Required Skills & Competencies**

- **Relationship Building:** Develops authentic, trust-based relationships that inspire philanthropic investment and long-term engagement.
- **Strategic Fundraising:** Creates and executes effective donor strategies that generate financial results and advance organizational goals.

- **Communication:** Communicates effectively through written, verbal, and presentation formats with donors, volunteers, and community stakeholders.
- **Accountability:** Takes ownership of goals, follows through on commitments, and consistently delivers results.
- **Initiative:** Demonstrates creativity, persistence, and confidence in pursuing fundraising opportunities.
- **Collaboration:** Works effectively with leadership, staff, volunteers, and community partners.
- **Confidentiality:** Exercises sound judgment and discretion with donor and organizational information.

### **Compensation**

The compensation range for this salaried, exempt opportunity is \$70,000-\$85,000. The target compensation range is subject to multiple factors, including education and experience.

Women Helping Women is proud to offer a variety of benefits to support employees and their families, including:

- Medical, Dental & Vision Insurance
- Retirement Plan
- Monthly Parking Stipend
- 13.5 Paid Holidays
- Generous Paid Time Off & Self-Care Days
- And more...