



Major Gifts Officer

Company Overview

Nurse-Family Partnership® (NFP) is a nurse-led, evidence-based home visitation program proven to significantly improve the health, well-being, school readiness, and economic sufficiency of first-time, low-income mothers and their children. NFP nurse home visitors currently serve approximately 24,000 families in 34 U.S. states. Program enrollment is 100% voluntary. Based in Denver, the nonprofit Nurse-Family Partnership National Service Office supports communities nationwide in implementing this cost-effective program, providing ongoing consultation, nursing education, data reporting, marketing resources, fundraising assistance and more. For more information, visit www.nursefamilypartnership.org.

Summary

Nurse-Family Partnership is seeking a dynamic, experienced and innovative fundraising professional to serve in the newly created role of Major Gifts Officer. This position will contribute to organizational success by helping to execute a comprehensive and sustainable development program through the cultivation and management of key donor relationships at the national level.

Essential Functions

- Proactively identify major gifts prospects from a variety of sources, and perform prospect research; create biographical summaries and other prospect analysis data
- Build a pipeline of higher-level donors by cultivating relationships with members of our Board of Directors, current donors, and other high net worth individuals, linking and connecting donor interests with the strategic priorities of Nurse-Family Partnership
- Maintain a portfolio of 75 active donors and prospects with the capacity, interest and inclination to make annual gifts of \$50-300k +
- Maintain stewardship contacts with assigned donors
- Implement a plan for the cultivation and solicitation of existing donors, coordinating involvement of other staff and Board members to build and manage individual solicitation plans for major gifts from at least 25 individuals
- Through strategic partnerships and donor cultivation, build relationships to increase the visibility of Nurse-Family Partnership within the philanthropic community
- Engage the Board of Directors and support their fund raising efforts, including organizing cultivation and solicitation events throughout the country aimed to secure new major donors as well as increase support from existing donors
- Seek corporate support for regional fundraising and awareness events, our national annual education symposium, and other corporate giving opportunities
- Coordinate with Marketing & Communications staff to execute an effective corporate relations strategy focused on cause-related marketing campaigns with a fundraising element
- Work with staff grant writer to identify new sources of private and corporate foundation grants, build relationships with major foundation executives and staff and guide the grantwriter's outreach efforts to smaller foundations
- Ensure that the appropriate systems and procedures are in place to achieve fundraising goals
- Maintain accurate and up to date donor tracking information
- Assist with the development of progress reports to the Board of Directors
- Other duties as assigned.

Experience

- Minimum of 5 years of demonstrated success in major individual gifts solicitation in the \$500,000 – \$300,000 range with a demonstrated leadership role in cultivating, soliciting and stewarding significant foundation gifts/grants on behalf of a nonprofit organization
- Able to cultivate and execute major gifts in excess of \$1 million dollars
- Must be far-sighted about the organization's potential and bring an entrepreneurial spirit to the position
- Demonstrated ability to flourish within a complex and changing organization and effectively represent it to internal and external audiences through the use of strong verbal and written communication skills and the marketing of concepts and ideas
- Ability to think strategically on at least three levels – organizationally, in seeing opportunities for leveraging existing agency and board relationships more broadly, departmentally as a member of a small development team seeking to engage multiple internal and external stakeholders, and individually as a major gifts fundraiser
- Experience working closely with internal and external stakeholders to engage and expand philanthropic support; ability to expand organizational capability through mentoring of team members
- Exceptional relationship building and interpersonal skills combined with the ability to be extremely agile and build rapport with internal and external stakeholders
- Excellent communication skills; proven ability to write effectively and speak persuasively
- Capability to think strategically while executing tactically within a lean and resource constrained environment
- Ability to make decisions independently yet in close collaboration with team members and leadership
- Support additional and relevant cross functional initiatives and priorities as required
- Ability to travel up to 25%
- Values-driven, with high emotional intelligence; able to embody the Mission and Values of Nurse-Family Partnership
- Bachelor's degree or equivalent experience required

Supervisory Responsibilities

This job has no supervisory responsibilities.

To learn more about the program and the national office, please visit: www.nursefamilypartnership.org
Interested applicants should submit a cover letter along with a detailed employment history and resume to:

Careers

Nurse-Family Partnership National Service Office

1900 Grant St., Suite 400

Denver, CO 80203

careers@nursefamilypartnership.org

Nurse-Family Partnership is an equal employment opportunity employer and does not discriminate against any person because of race, color, creed, religion, sex, national origin, handicap, disability, age, marital status, sexual orientation, citizenship status, or any other characteristic protected by law (referred to as "protected status"). This non-discrimination policy extends to all terms, conditions and privileges of employment as well as the use of all company facilities, participation in all company-sponsored activities, and all employment actions such as promotions, compensation, benefits and termination of employment.