



POSITION PURPOSE:

The Alzheimer's Association National Office is looking for an individual to cultivate, solicit and steward major gift individual and family foundation donors towards gifts of over \$10,000 to \$1 million or more in southern California (Los Angeles, Orange County & San Diego). The ideal candidate should currently reside in one of the three areas.

ESSENTIAL JOB FUNCTIONS:

- Identify, evaluate and cultivate major gift donors and prospects for gifts over \$10,000. Personally contact and solicit major gift donors and prospects and re-solicit lapsed major gift donors on behalf of Association to achieve revenue goals.
- Demonstrated experience and ability to cultivate and solicit 6-7 figure gifts.
- Effectively communicate and work closely with National and Chapter Leadership, specifically Chapter Executive Directors on Major Gift activities including donor strategy, visits, solicitations and stewardship.
- Build and manage a portfolio of 80-120 qualified major gift donors and prospects.
- Adhere to professionalism and fundraising best practices as demonstrated by moves management industry standards and donor-centered methodology.
- Participate in and remain accountable for setting goals and strategies to meet revenue objectives.

MINIMUM REQUIREMENTS:

- 3- 5 years minimum required experience in major gift fundraising, 5-7 years preferred.
- Demonstrated success in personal solicitation of major gifts.
- Expertise fundraising database, word processing, expense management and spreadsheet software.

Please apply directly at <https://home.eease.com/recruit/?id=436657>.

Additional opportunities in other territories available, visit us at www.alz.org/jobs - search under National Office Chapter.