

## **Integral Care is Hiring a Senior Major Gifts Manager – Apply Today!**

The Senior Major Gifts Manager is a strategic fundraising professional responsible for leading and executing a comprehensive major gifts program that advances the organization's long-term philanthropic goals. Reporting to the Director of Resource Development and working collaboratively across the development team, this role is charged with managing a targeted portfolio of high-capacity donors and prospects, with a focus on cultivating enduring relationships and securing significant contributions in support of the organization's mission. This position oversees the full spectrum of the major donor engagement cycle—including prospect identification, research and qualification, cultivation, solicitation, and stewardship. The successful candidate will bring a high level of professionalism, analytical insight, and relationship management expertise, along with a deep understanding of donor motivations and philanthropic strategy. The Senior Major Gifts Manager plays a critical role in ensuring a strong pipeline of support through personalized engagement, strategic planning, and disciplined portfolio management.

### **Key Responsibilities**

- Develop and implement strategies to identify, cultivate, solicit, and steward major donors (\$5,000+).
- Manage a portfolio of 75–100 donors and prospects, employing a personalized moves management approach.
- Refine the moves management system, with emphasis on donor qualification and cultivation.
- Conduct regular, face to face donor visits and solicitations in the \$5,000–\$100,000+ range.
- In partnership with the Director of Resource Development (DRD), create and maintain an Affinity Group composed of fundraising committee volunteers to support donor cultivation and stewardship efforts.
- Lead major gift strategy meetings with the DRD and Affinity Group members.
- Help secure sponsorships for the organization's annual signature fundraising event
- Identify new donor prospects through research, Affinity Group referrals, and community networking.
- Design and implement strategies to enhance donor engagement and satisfaction such as, but not limited to, house gatherings and stewardship receptions.
- Draft donor-facing materials, including proposals, letters, and stewardship communications.
- Maintain accurate records of donor activity and interactions in the CRM.
- Collaborate with internal and external stakeholders, including board members, volunteers, and program staff.

- Represent the organization at community events, networking and donor engagement opportunities.
- Meet individual and team revenue goals as set in collaboration with the DRD.
- Perform other duties as assigned.

### **Qualifications and Competencies**

- Minimum of 4 years of progressive nonprofit fundraising experience, with a strong focus on major gifts and relationship-based philanthropy.
- Proven success in developing and executing major gift strategies, including personalized moves management plans.
- Demonstrated ability to solicit and secure philanthropic gifts, including sponsorships, from individuals, businesses and major donors.
- Deep understanding of donor stewardship and cultivation, with a passion for the organization's mission.
- Strong written and verbal communication skills; able to craft compelling proposals and presentations for diverse audiences.
- Active listening skills and professional discretion in handling sensitive donor information.
- Strong public relations and interpersonal abilities; able to build and maintain donor relationships and leverage community networks.
- Experience in planning and executing donor engagement events, including briefings, house gatherings, and stewardship receptions.
- Strategic thinker with the ability to set goals, anticipate challenges, and use data to guide decisions.
- Highly organized and detail-oriented; able to manage multiple priorities and meet deadlines in a fast-paced environment.
- Proficiency with donor database platforms and Microsoft Office Suite; Canva experience is a plus.
- Demonstrated cultural humility and experience engaging with diverse communities.
- Bachelor's degree in fundraising, public affairs, marketing, or a related field preferred.
- CFRE (Certified Fund Raising Executive) credential is a plus.

### **Other Details**

- FLSA Status: Exempt
- Reports To: Director of Resource Development
- Supervises committee volunteers
- Requires early morning or evening meeting attendance and/or presentations, particularly related to donor engagement events, and committee participation.

Salary: \$91,176.80/year

**Employee Benefits:**

- Medical, Dental and Vision insurance
- Generous vacation/holiday/sick leave
- Life and Short-term/Long-term Disability Insurance
- Employee Assistance Program (EAP)
- 403(b) retirement account
- Gold's gym membership discount
- Mileage reimbursement

**Application:**

If you're interested, please apply online at [this link](#) – we'd love to hear from you!

[Position Details - Integral Care careers](#)