

Job Title: Major Gifts Officer

Position Summary:

The Major Gifts Officer (MGO) plays a vital role in advancing the Kingdom mission of Care Net Pregnancy Center of Dane County, serving south central Wisconsin by cultivating and stewarding relationships with individuals, families, churches, and foundations who are called to invest in our mission. The MGO manages a portfolio of major donors and prospects, guiding them in connecting their generosity to Kingdom impact through prayerful cultivation, personal engagement, and meaningful stewardship. Working closely with leadership, ministry staff, and the development team, the MGO helps donors see how their gifts advance the Gospel and transform lives.

Key Responsibilities:

- Manage and grow a portfolio of **donors and prospects giving at \$2,500+ annually**, with a focus on strategically moving mid-level donors into the major gifts pipeline (\$10,000+ annually) through intentional cultivation, solicitation, and stewardship.
- Prayerfully develop and implement personalized cultivation and solicitation strategies that align donor passions with ministry priorities.
- Conduct donor visits, calls, and ministry experiences that foster deep, Christ-centered relationships.
- Clearly communicate the organization's vision, mission, and impact, connecting donor generosity with advancing God's Kingdom in helping women and men facing unintended pregnancies find hope and help to choose life and thrive.
- Collaborate with the CEO, board members, and development colleagues to engage donors in meaningful opportunities to give and serve.
- Prepare proposals, gift agreements, and impact reports that demonstrate how generosity advances our mission and vision.
- Provide intentional stewardship through prayer support, personal gratitude, and opportunities for donors to witness the fruit of their giving.
- Represent the organization at donor gatherings, church and community events, and Kingdom-focused functions.
- Maintain accurate donor records, track moves management activity, and report progress toward annual goals.

Qualifications:

- Bachelor's degree
- **4–7 years of development experience** with demonstrated success in major gift fundraising, planned giving, or equivalent relationship-based work.
- Deep commitment to the mission and values of the organization, with a personal faith consistent with its teachings.
- Exceptional interpersonal skills with the ability to listen, empathize, and communicate a compelling vision.
- Strong written and verbal communication skills; ability to share stories of impact in a faith-centered context.
- High level of integrity, discretion, and professionalism in handling donor relationships.
- Comfort with prayer and faith-based conversations with donors.
- Familiarity with donor management systems and moves management.

Performance Metrics:

- Number of meaningful donor contacts per month.
- Growth of major donor portfolio and number of closed gifts.
- Achievement of annual fundraising revenue goals.
- Donor retention, satisfaction, and deepened engagement with the mission.