



Brief Description of Organization:

Ronald McDonald House Charities New York Metro (RMHC NYM) is a not-for-profit 501(c)(3) organization that focuses on the critical needs of children by operating programs that provide families with access to pediatric healthcare on Long Island and allow the family unit to remain together during the stress and uncertainty of a medical crisis.

Position Overview:

The Director of Major Gifts is responsible for sourcing, developing and managing a portfolio of major gift prospects/donors primarily consisting of individuals, families as well as Corporate and Family foundations in partnership with the CEO and the Development Team at RMHC NYM. In addition, the Director is responsible for developing major gifts activities including: identifying and qualifying prospects and donors, designing prospect strategies, leading cultivation activities, relationship mapping, securing major gifts through solicitation, supporting recognition activities and continued stewardship of donors. The position requires demonstrated abilities in managing relationships with business and industry professionals, motivation to develop and sustain relationships with individuals of wealth, power and influence on behalf of RMHC NYM. Lastly, the position will play an integral role in managing the organization's capital campaign initiatives.

Leadership

- Provides thought leadership to the entire Development Team, as well as participate cross-Charity as part of the broader Senior Leadership Team.
- Develops strategies and tactics to meet overall organizational goals and objectives.
- Works closely cross-functionally with all other Development Team members as well as Programs, PR/Marketing, Finance and HR.
- Develops and retains talent including ensuring employees have development plans and performance appraisals and provides appreciation and recognition.

Education, Experience, Knowledge & Skills

- Bachelor's degree with 5 to 8 years of experience in fundraising with emphasis in major gifts.
- Must have experience in developing fund-raising initiatives and evaluating results.
- Strong track record and professional experience in fundraising and donor stewardship.
- Experience managing multiple projects concurrently, demonstrating a sense of urgency, results oriented, meets deadlines and achieves results.
- Ability to establish and maintain effective relationships with staff and the general public.
- Must have a strong personal presence with the ability to represent the organization effectively both verbally and in written form.
- Must be willing to travel within the New York Metro area and to Chicago and other destinations for professional development and conference attendance.
- Proficient with computer database (RE preferred), word processing and publishing programs.
- Must possess negotiation skills and the ability to think on his/her feet to close a deal.

Salary:

Commensurate with Experience

To Apply:

Please send COVER LETTER AND RESUME to employment@rmhcnym.org. No phone calls please.

RMHC NYM offers a competitive compensation and benefits package, including employee health benefits, a matched 403 (b) plan, life insurance, disability insurance, flexible spending account, generous paid time off and professional development opportunities. Must be able to successfully pass a background check. EOE.

The above information in this description has been designed to indicate the general nature and level of work performed by employees with this level of responsibility. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees in this position.