

**Trident United Way
North Charleston, SC**

**Announces an Outstanding Opportunity for the
Position of Principal Gift Officer**

The Principal Gift Officer is a Senior Staff position responsible for developing and implementing a Principal Gifts Program securing gifts of \$100,00 and above in support of the United Way's Social Innovation Initiatives. The work, as an integral part of the Social Innovation department, will entail identifying, cultivating, soliciting, and providing stewardship by recognizing the generous contributions of principal gift donors. The Principal Gift Officer will coordinate all solicitation-related activities with the Social Innovation Board and Resource Development Staff. Additional responsibilities include meeting annual goals through the process of establishing a sound metrics plan that achieves desired program results. The position reports directly to the President of Trident United Way.

Brief Summary of Responsibilities

The Social Innovation Board: (25%)

- Assist the President and key volunteer leaders in recruiting, soliciting, and stewarding the initial Social Innovation Board
- Develop comprehensive recognition and stewardship policies and procedures in collaboration the Social Innovation Board
- With the Chair of the Social Innovation Board, plan/prepare for engaging Board meetings
- Provide prospective donor cultivation updates and assessment of potential support

Communications: (15%)

- Facilitate the exchange of critical information between the Community Impact Board and the Social Innovation Board
- Coordinate with President, staff and the Board clear prospective donor assignments
- Provide updates to all parties involved in the engagement process
- Provide individual progress updates to colleagues to maximize transparency and coordination of efforts

Donor Engagement: (60%)

- Identify potential donors to Social Innovation Initiatives
- Develop a "moves management" hierarchal system of potential donors
- Plan and execute all aspects of the solicitation process to achieve maximum results

Qualifications

- Must have a baccalaureate degree an advanced degree is preferred
- At least 10 years of comprehensive development experience
- Knowledge of industry standards regarding tax laws pertaining to gifting regulations
- Experience in managing a portfolio of major and/or leadership gift prospects
- Demonstrated success in major gift prospect research, cultivation and solicitation

An attractive compensation and benefits package will be offered.

For further information and consideration please contact:

Maly Executive Search

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