

Major & Planned Giving Director

Crossroads Rhode Island, the leading organization providing services to Rhode Island's homeless individuals and families is seeking to hire a Major & Planned Giving Director.

This position will play a key role on the Marketing and Development team in furthering the major donor development program as well as implementing a Planned Giving program for Crossroads Rhode Island to help us further our mission:

“To assist the homeless and disconnected on their journey toward a better quality of life. We do this by providing a continuum of care that includes basic emergency needs, shelter, housing, case management and vocational services for individuals and families.”

Reporting to the VP Marketing and Development, the Major & Planned Giving Director will work closely with the Donor Relations Coordinator in planning and implementing the major donor development stewardship program. Key responsibilities include:

- Develop marketing plan to create and support the planned giving program.
- Develop communication materials for donor engagement and education on gift giving options.
- Market the endowment fund to secure future funding for the organization's general operating expenses.
- Work closely with members of the Marketing and Development team to identify, qualify, cultivate and manage contacts to solicit gifts.
- Serve as a frontline fundraiser, actively soliciting major and planned gifts to meet organizational goals.
- Market Crossroads to professional groups such as: lawyers, private bankers, accountants and financial advisors through networking and presentations.
- Manage the strategic planning for the Capital Campaign.

The ideal candidate will have 5-8 years of experience in marketing and fundraising with an emphasis in donor stewardship, major donor development and planned giving campaigns. They will have a track record in developing and implementing successful marketing/development programs, writing and developing promotional materials and creating and implementing marketing or development business plans with an emphasis on Planned Giving.

The Major & Planned Giving Director will have strong presentation and customer relations skills, with exceptional communication skills in both writing and speaking to any audience to successfully solicit major and planned gifts from prospective donors.

They ***must*** demonstrate passion for the mission and values of the organization and be mindful of and comfortable with the elements of cultural, economic and ethnic diversity.

A Bachelor's degree in areas such as marketing or communications is required. Knowledge of Raisers Edge helpful.

We offer a salary commensurate with experience and a comprehensive benefits package.

For more information please visit our website at www.crossroadsri.org

Interested and qualified candidates should send their resume and cover letter to careers@crossroadsri.org