



## **RELAUNCHING OUR SEARCH:**

**Director of Major Gifts** (Full-time position)  
**Dare to Care Food Bank – Louisville, Kentucky**

**Position Description:** Dare to Care seeks a Director of Major Gifts, a newly created position, to help build and advance the mission of Dare to Care by expanding and maintaining Dare to Care’s funding from individuals. The ideal candidate is a passionate philanthropic leader with a proven track record for building lasting relationships between donors and important causes.

The Major Gifts Officer reports to, and works in partnership with, the Chief Development Officer. The ideal candidate will help build and execute a Major Giving program and will be responsible for seeking new opportunities to develop and implement initiatives to identify, cultivate and solicit prospects to ensure a strong base of ongoing financial support.

**About Dare to Care:** Founded in 1969, Dare to Care is a nonprofit (501-c-3) organization serving 13 counties in Metro Louisville and Southern Indiana. Dare to Care works with 300 local agencies to distribute over 15 million meals to those in our community who need it most. Dare to Care operates on a \$6.5 million cash budget—almost all of it coming from over 20,000 annual contributions—and receives an additional \$29 million in value from in-kind donations of food products. The Development staff includes three full-time professionals.

### **Primary Responsibilities:**

- Contribute towards the development, management and implementation of a Major Giving program
- Manage a portfolio of 100+ key donors
- Grow and oversee a planned giving program
- Develop strategies and approaches to generate ever-higher levels of giving
- Forge relationships with donors and cultivate annual donors to perpetuate their giving through planned gifts
- Develop and maintain key long-term relationships with donors and prospects
- Assist in developing plans for capital campaigns, endowment campaigns and other campaigns, as appropriate
- Perform other duties as assigned

### **Requirements:**

- Bachelors’ degree from a four year accredited institution
- A minimum of 5 years fundraising experience, with at least 3 in major gift fundraising

- Demonstrated experience and ability to be successful in face-to-face solicitation
- Sound administrative skills and computer/technology proficiency
- Excellent communication skills (verbal and written)
- Represent Dare to Care in a professional and ethical manner in accordance with the Association of Fundraising Professionals Code of Ethics with donors, prospects and in all aspects of work in the community

**Skills and Abilities:**

- Self-starter
- Ability to plan, organize, prioritize and coordinate multiple projects and relationships
- Ability to work under pressure to meet deadlines
- Ability to thrive in a team environment
- Have high integrity and moral character, supporting the mission, philosophy, policies and ideals of Dare to Care Food Bank
- Maintain confidential information

**Applications accepted until the Search Committee is satisfied with a pool of candidates.**

**PLEASE CONTACT our Search Counsel with your resume and accompanying cover letter  
(via email only, please):**

**Mark Rountree, Vice-President & Partner**  
**Ashley | Rountree & Associates**  
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