



## **ABOUT HOME OF THE INNOCENTS**

Home of the Innocents enriches the lives of children and families with hope, health, and happiness. Established in 1880, the Home provides a range of important residential and community-based programs. The Home provides the Kentuckiana community with a range of important residential, treatment and community-based programs, more details of which can be found in the services section of the website.

Programs include offering a safe haven for at-risk children; pediatric medical care; shelter and education for pregnant and parenting teens; crisis and intervention services; clinical treatment services and therapeutic loving foster and adoption services.

The Home also operates a pediatric convalescent center for children who are dependent on technology to sustain life, as well as children who are terminally ill.

For more information about Home of the Innocents, please visit: [www.homeoftheinnocents.org](http://www.homeoftheinnocents.org).

## **THE OPPORTUNITY**

The Major Gift Director is charged with building and advancing the mission of Home of the Innocents through the expansion of funding from individuals. This position works closely with the President & CEO, Chief Strategy Officer, and V.P. of Development and is responsible for identifying, cultivating, soliciting, and stewarding major gift prospects to ensure a strong base of ongoing financial support. This position will have its own portfolio of donors and will be responsible for increasing major gift funding to \$1,000,000 over the next five years.

Working at Home of the Innocents is more than just a job. It is an opportunity to make a life-changing difference in the lives of hundreds of children each day. The successful candidate will be a part of the team that mends fractured lives and heals the physical and emotional traumas that plague too many of our community's children.

## **CANDIDATE PROFILE**

**The Major Gifts Director of Home of the Innocents will be responsible for the following:**

- Work with the President & CEO, Chief Strategy Officer and V.P. of Development to determine the direction of our major giving program, annually.
- Identify and select major gift prospects for cultivation, monthly.
- Help our donors accomplish their philanthropic goals and ambitions through relationship with our organization, daily.

- Manage a portfolio of 100+ key donors.
- Grow and oversee a planned giving program.
- Work with donor database manager to prospect, track and cultivate donors and prospects, using Raiser's Edge/NXT/Wealth Engine, monthly
- Work with development department to align efforts and set goals, annually.
- Create and implement moves management plans, weekly.
- Make direct, face-to-face solicitations, and assist the board and other staff with their solicitation (e.g., provide portfolio development support, strategic counsel, and help with donor communications), weekly.
- Implement an effective major gift donor stewardship program acknowledging major donors through public and private recognition, monthly.
- Assist in developing plans for capital campaigns, endowment campaigns and other campaigns, as appropriate.
- Work with the Director of Communications on communications between major gift prospects, donors, and the Home, as needed.
- Perform other duties as assigned.

## PREFERRED QUALIFICATIONS/SKILLS AND ABILITIES

- Must have a minimum of a four-year degree from accredited college or university.
- A minimum of 7 years fundraising experience, with at least 5 in major gift fundraising.
- Demonstrate 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 Home of the Innocents 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.
- 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.
- Must support the purpose, vision, and core values of Home of the Innocents. Supports and facilitates positive interaction with others by exhibiting individual maturity, respect of others, a team-centered approach, maintenance of confidential information, and an appreciation of a multi-cultural workplace.
- Experience with Raiser's Edge/NXT/Wealth Engine, a plus

## COMPENSATION AND BENEFITS

Home of the Innocents offers a competitive salary commensurate with experience and up to 25-30 paid days off a year. Other benefits include Medical Insurance, Dental Insurance, Vision Insurance, Life Insurance, Short Term Disability, Long Term Disability and 401K/403b plan. Home of the Innocents is an equal opportunity employer and encourages applications from people of color, persons with disabilities, women, and LGBTQ+ applicants.

## CONTACT

**Ashley|Rountree and Associates has been retained by Home of the Innocents for this search. To apply for this position please submit a cover letter, resume and three references [here](#). In the subject line please reference Home of the Innocents. For confidential questions or inquiries, contact Lisa Betson Resnik at [lresnik@ashleyroutree.com](mailto:lresnik@ashleyroutree.com). All inquiries will be kept strictly confidential.**