



# West Point

ASSOCIATION OF GRADUATES

## Leadership Gifts Officer

The mission of the West Point Association of Graduates (WPAOG) is to “Serve West Point and the Long Gray Line”. WPAOG is both the alumni association and foundation for the United States Military Academy (USMA) at West Point. Our vision is to ensure the Long Gray Line remains the most highly connected alumni body in the world. USMA is renowned as the world's preeminent leadership development institution. The student body, or Corps of Cadets, numbers 4,400, and each year approximately 1,000 cadets graduate and are commissioned as second lieutenants in the U.S. Army.

West Point Association of Graduates (WPAOG) is seeking a Leadership Gifts Officer to serve as lead front-line fundraisers on our 48-member Development Team. The Leadership Gifts Officer will be responsible for the Northeast area of the continental United States. Reporting to a Major Gifts Officer, the incumbent is responsible for soliciting leadership gifts (at least five-figures) from alumni and non-alumni friends. Maintaining relationships with 150 prospects and donors with the capacity to make gifts at \$25,000 and higher, the incumbent will be expected to manage all phases of the gift cycle (identifying, qualifying and evaluating, cultivating, soliciting and stewarding) with these important members of the West Point community. The Leadership Gifts Officer also works closely and collaboratively with other members of the development team as well as with key volunteer alumni leaders and natural partners who are engaged strategically in the cultivation and solicitation effort. The Leadership Gifts Officer must become fully versed about the funding needs of the Academy and WPAOG and energetically and effectively advocate for those priorities. The Leadership Gifts Officer must also be able to offer the range of gift vehicles available to donors to include planned giving vehicles whenever appropriate. In addition, when appropriate, the incumbent will be responsible for soliciting Annual and Class Gifts from the prospects that he or she manages.

Strong organizational and analytical abilities and excellent verbal and written communication skills are required. The incumbent must be goal-oriented and enjoy a competitive, but collegial, environment. The incumbent must be willing and able to travel extensively for meeting with his or her prospects and donors (40%-50% of time) and to be available for occasional weekend duty as required. Comfort with the use of CRM software that tracks fundraising activities, as well as the technology that supports it, is a must. The incumbent should possess thorough knowledge of fund raising or have relevant and transferable skills in a related field. Knowledge of capital giving programs and planned giving vehicles is desired.

A Bachelor's Degree is required, with advance degrees a plus. Three to five years of experience in fund raising is strongly preferred. We offer excellent benefits and a pleasant working environment. Salary commensurate with skills and experience. Position will pay approximately \$65K. Please submit cover letter, resume and letters of reference. To apply please go to <https://www.westpointaog.org/employment>.

West Point Association of Graduates is an Equal Opportunity Employer

*Serving West Point and the Long Gray Line*