



West Point

ASSOCIATION OF GRADUATES

Major Gift Officer – 2 positions (1) Texas and (1) Northeast

The West Point Association of Graduates (WPAOG) is dedicated to furthering the ideals and promoting the welfare of the United States Military Academy (USMA), and to supporting and serving its graduates. USMA is renowned as the world's preeminent leadership development institutions. 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.

The West Point Association of Graduates (WPAOG) is seeking two Major Gift Officers to serve as lead front-line fundraisers on a 43-member Development Team. The incumbent in this position will report directly to the Senior Director of Major Gifts. This position is responsible for soliciting gifts from alumni and non-alumni to support the mission of the United States Military Academy and the West Point Association of Graduates. Maintaining relationships with 75-100 prospects and donors with the capacity to make gifts of \$250,000 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 Major Gift 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 Major Gift Officer must become fully versed about the funding needs of the Academy and the WPAOG and energetically and effectively advocate for those priorities. The Major Gift 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.

One Major Gift Officer will work primarily with donors and prospects located in the state of Texas, with emphasis on the cities of Dallas/Fort Worth, Houston and Austin and the other Major Gift Officer will work primarily with donors and prospects located in the Northeast, with emphasis on the New York metropolitan and Boston metropolitan areas. Strong organizational and analytical abilities and excellent written and oral communications 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 meetings 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 fundraising or have relevant and transferable skills in a related field. Knowledge of capital giving programs and planned giving vehicles is desired.

Serving West Point and the Long Gray Line



West Point

ASSOCIATION OF GRADUATES

A bachelor's degree is required, with advance degrees a plus. Knowledge of and experience with the United States Military Academy and the United States Army is strongly preferred. We offer excellent benefits and a pleasant working environment. Position will likely pay in the mid 80's. Salary commensurate with skills and experience. Please submit cover letter, resume, and letters of reference. To apply please go to www.westpointaog.org then click on "Employment" on the bottom left-hand side of the page.

West Point Association of Graduates is an Equal Opportunity Employer.

View our website at: www.westpointaog.org

Serving West Point and the Long Gray Line

