

Major Gifts Officer

New York, NY, USA, Full time

Major Gifts Officer

Highly Regarded Medical School

New York City (Hybrid)

Salary is Commensurate with Experience

Terrific Major Gifts Officer position with a highly regarded medical school in New York City currently operating in a hybrid environment. The Major Gifts Officer will join a growing collaborative team responsible for prospect identification, cultivation, solicitation and stewardship of donors and prospects with the capacity to give \$50k+. The position will work closely with scientists and other internal faculty on proposals and manage a portfolio of donors within the tri-state area. To succeed in this role candidates should be comfortable discussing and translating scientific terms with donors. Qualified candidates should have approximately 3 to 5+ years of experience in major gifts fundraising, preferable within the areas of medicine or science. Prior experience in alumni fundraising is a plus. Salary commensurate with experience. The organization currently operates on a hybrid schedule.

Responsibilities:

- Provide moves management to a portfolio of approximately 150 major gift donors, including alumni
- Identify, cultivate, solicit and steward donors with the capacity to give at the \$50k+ level
- Build relationships with colleagues throughout the organization to advance the fundraising process
- Stay updated on current research needs and identify donors to fund various projects
- Write proposals and work with colleagues, including scientists, on presentations and proposal development
- Exceed metrics for dollars raised, meetings, and qualification attempts

Qualifications:

- Bachelor's degree required
- Approximately 3 to 5+ years of fundraising experience
- Strong desire to make an impact and grow fundraising for research initiatives
- Demonstrated ability to secure 5- and 6-figure gifts
- Excellent relationship building skills
- Strong listening and communications skills
- Background in science, medical or related fundraising a plus

Equal Opportunity Employer.

Salary – up to \$135,000, based on experience

To Apply

All applicants should e-mail their résumé to Sloane Lichtman at slichtman@bridgepointassociates.net (be sure to note the job title in the subject line of your e-mail).

No phone calls please.

**For additional information, please email Sloane Lichtman at
SLICHTMAN@BRIDGEPOINTASSOCIATES.NET**