Position: Major Gift Officer
Reports to: Managing Director, USSF
FLSA Status: Exempt
Employment Status: Full-Time, Multiple Locations, Remote

This is an extraordinary opportunity for an experienced fundraiser who is passionate about sailing and seeks to apply their professional expertise to the goal of strengthening the long-term future of the sport. The US Sailing Foundation was restructured in 2016 to secure donor support for US Sailing Association programs that offer sailors innovative, dynamic, inclusive programs as well as opportunities to participate, compete and excel at every level of the participation. Reporting to the US Sailing Foundation Managing Director, this person will be an active participant in conceptualizing, managing and executing complex project plans and strategies to secure investment in programs and initiatives that will foster change within the sport of sailing.

Responsibilities

- Secure major gifts at the $10,000 plus level through prospect identification, cultivation and a donor centric approach to fundraising.
- Research, identify and manage a rolling portfolio of 75-100 donors and prospects
- Make direct, face-to-face solicitations and assist board members, volunteers and staff with solicitation strategies (e.g. identify prospects, strategic counsel, donor communications, engagement events)
- Identify core donor affinity and match donors with funding opportunities that align with their values and interests
- Work with volunteers, staff and leadership to align efforts and present a unified approach to the market
- Assist in developing creative fundraising campaigns and stewardship communications
- Participate in multiple, concurrent fundraising campaigns and quickly grasp the full portfolio of US Sailing initiatives to present funding opportunities that align with donor interests.
- Utilize CRM software to track and cultivate donors and prospects and apply consistent moves management strategies
- Track and report progress using specific metrics

Personal Characteristics

- A true people person with an outgoing nature who can get people excited to achieve big goals together
- Possess an entrepreneur’s penchant for action, innovation, taking strategic risks, staying nimble and continually improving.
Position Requirements

- Excellent, tightly honed persuasive writing, public speaking and storytelling skills to inspire engagement and compel individuals to action.
- Committed to the greater good of the organization and willing to bring the best team together for the donor approach
- A core belief that the path to success lies in helping donors to accomplish their philanthropic goals
- Personal qualities that align with the US Sailing Foundation’s commitment to professionalism, transparency, honesty and trustworthiness; and the ability to personify these qualities to the donor community.

US Sailing provides a vibrant work environment that values creativity, teamwork and respect. We offer a competitive compensation and benefits package that includes health and dental insurance, along with paid vacation, personal days and holidays, and a company matched 403(B) Plan to name a few.

Qualified candidates should send cover letter and resume to LorieAnderson@ussailing.org.