

## **MAJOR GIFTS ASSOCIATE FUNDRAISER**

**IN DEFENSE OF ANIMALS (IDA)**, an established national and international animal rights organization, seeks an intermediate level fundraiser to train for major gifts cultivation and solicitation. The ideal candidate will have a Bachelor's Degree and at least 3-5 years of verifiable and successful experience performing fundraising.

### **Essential Duties and Training**

- Develop and manage the gift planning strategy for a portfolio of prospects matching prospects' needs to existing opportunities supporting In Defense of Animals, completing a targeted number of meaningful contacts and visits each week
- Identify, qualify, cultivate and solicit major gifts from individuals and family foundations to achieve annual revenue goals and further department goals
- Participate in all aspects of the gift cycle, i.e., make cold calls, initiate contacts with potential donors and develop appropriate strategies for them
- Develop and implement strategies that nurture donor loyalty and foster personal relationships with IDA
- Research and prepare proposals and other informational materials as required to support individual and family foundation gift solicitations
- Contribute to development materials, including publications, used in the cultivation, solicitation, acknowledgement and stewardship of major and special gift prospects
- Document all contact with donors in Oaktree and track major gift prospects and donors and document their solicitation. Acknowledgement and stewardship of major and special gift prospects
- Become an ambassador of IDA and become knowledgeable of all aspects of the organization in order to provide needed information to supporters, donors, clients and the community

### **Key Qualifications Include**

- Knowledge and understanding of animal issues and the ability to speak with donors about them in a respectful and empathic manner
- Excellent written and oral communication skills, including presentation, negotiation and strong interpersonal skills are required. Strong organization skills and good attention to detail are essential
- Excellent computer skills – experience with Oaktree is a plus
- Ability to travel
- Willingness and ability to represent In Defense of Animals at a variety of events
- A minimum of 3-5 years experience in major gifts or development successfully cultivating and soliciting major gift prospects

To apply for this position, send a detailed cover letter expanding on your qualifications that have led you to level of fundraising and your resume to: [employment@idausa.org](mailto:employment@idausa.org)