



## Director of Major Gifts

**United Way of Greater Richmond & Petersburg seeks an energetic fundraising professional** to establish and manage relationships in a portfolio of leadership, major and planned giving donors, with a focus on donors over \$5,000. As a representative of the United Way Greater Richmond & Petersburg, the Director of Major Gifts communicates the value of the organization to the community, creating a compelling case for programmatic successes, objectives and needs to individuals and groups. Reporting to and working with the Chief Executive Officer, the Director establishes financial and other strategic relationship goals to advance the mission. The Director is a seasoned and savvy fundraising professional who is resourceful and self-motivated to meet these goals with great independence, connecting donor goals with financial opportunities and strategic priorities of United Way, while reflecting the strong character and dignity of the organization and her/his profession. In addition, the Director oversees and directs of the work of the Manager of Leadership Giving.

United Way of Greater Richmond & Petersburg maintains a positive, challenging and engaging environment for its employees. Working at United Way offers personal and professional growth opportunities and a chance to be part of a team that is creating lasting change in our community and leading a movement to engage every local citizen in that change. We empower individuals and drive systemic change to provide everyone with a clear path to success. We do this by mobilizing the entire community – individuals, nonprofits, government agencies, schools and businesses alike – to collectively tackle our region’s toughest challenges. United Way of Greater Richmond & Petersburg serves the region’s neighborhoods and rural areas alike, providing direct services and support to partners in the cities of Richmond, Petersburg and Colonial Heights as well as the counties of Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, New Kent and Powhatan.

**Qualifications:** The ideal candidate will have a minimum of 7-10 years’ experience managing a portfolio of donors to meet annual, strategic and longer-term revenue and relationship goals with minimal oversight or direction; have a strong, demonstrated knowledge of fundraising practices, including knowledge of current major giving and planned giving practices, with demonstrated experience in major and planned giving preferred; and have experience creating and leading donor programs that demonstrate success in attracting, retaining and well-stewarding donors. Must possess strong interpersonal, written and verbal communication skills, and be comfortable creating and making formal and informal presentations and proposals that inspire and persuade. Must be an independent, goal-minded, self-starter who is eager to create and achieve activity and revenue goals. Must have impeccable ethics and be discerning, able to navigate delicate business and personal discussions and circumstances. A minimum of two years in a supervisory/leadership capacity, with a demonstrated ability to manage and supervise others, is required. Local travel is required; must have valid Driver’s License. Bachelor’s degree or equivalent required.

**Position open until filled. Please send cover letter, resume, and salary requirement to:**

United Way of Greater Richmond & Petersburg  
Human Resources  
P.O. Box 11807  
Richmond, VA 23230  
Email: [jobs@yourunitedway.org](mailto:jobs@yourunitedway.org)  
Fax: (804) 775-6476

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