

Director of Leadership Giving

United Way Greater Richmond and Petersburg

United Way Greater Richmond and Petersburg is looking for a dynamic Director of Leadership Giving who will be responsible for establishing and managing relationships in a portfolio of leadership, major and planned giving donors, with a focus on donors who give over \$5,000 annually. This position is perfect for someone who believes in the power of storytelling and wants to build stronger communities by connecting people to purpose.

ABOUT YOU

With a bachelor's degree in a related field and 3–5 years of experience managing a portfolio of donors to meet annual, strategic and longer-term revenue and relationship goals, you 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. You also have experience creating and leading donor programs that demonstrate success in attracting, retaining and well-stewarding donors. You possess strong interpersonal, written, and verbal communication skills, and are comfortable creating and making formal and informal presentations and proposals that inspire and persuade. You are an independent, goal-minded, self-starter who is eager to create and achieve activity and revenue goals. You have impeccable ethics and are discerning, able to navigate delicate business and personal discussions and circumstances. As local travel is required, you hold a valid driver's license. Above all, you believe in the power of community and are driven by a genuine desire to make a difference.

ABOUT THE ROLE

The Director of Leadership Giving communicates the value of the organization to the community, creating a compelling case for programmatic successes, objectives and needs to individuals and groups, through personal meetings, events and giving-community impact programming. Working with Chief Advancement 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 financial and other strategic 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 the profession.

ABOUT US

At United Way Greater Richmond and Petersburg, we foster a positive and dynamic environment where team members grow personally and professionally while contributing to meaningful community change. We mobilize people and resources to address the region's toughest challenges and remove barriers to opportunity so everyone can thrive. Our work is built on a foundation of collaboration, creativity, and purpose. You'll join a mission-driven team that values authenticity and impact, playing a key role in connecting people and partners to a shared vision of a stronger, healthier community. Join a network of changemakers building the next chapter of positive change for our region.

Salary Range: Hiring range up to \$85,000 based on experience. *Position open until filled.*

Please send cover letter, resume, portfolio, and salary requirement to:

United Way Greater Richmond and Petersburg, Human Resources
Email: jobs@yourunitedway.org

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