*The Director of Major Gifts is accountable for leading the major gifts strategy while cultivating relationships, ensuring stewardship of organizational resources, and supporting the United Way of Central Carolinas mission to end poverty and improve economic mobility for the greater Charlotte area. As a member of the Resource Development team this individual will work closely and collaboratively with others members of the organization and external stakeholders to create seamless organizational alignment with defined development strategies & programs. An ideal candidate would be a highly organized strategic thinker and skilled learner committed to ensuring a high level of leadership, accountability and proven effectiveness in fundraising.*

**Accountability and Responsibilities**

* “Team First” - Leads, coaches and supports the Major Gifts Officer(s) to increase seamless effectiveness allowing the Major Gifts team to reach full potential
* Identifies, creates, implements, and tracks agreed upon goals, strategies, and success metrics within Major Gifts, Resource Development, and across the five county footprint of the UWCC
* Collaboratively works with members of the UWCC team, volunteers, and board and cabinet members to continually enhance and cultivate relationships to create greater fundraising and outreach possibilities
* Constantly cultivates, engages, educates, and inspires donors and non-donors, corporate contacts and community leaders
* Continually manages and cultivates a robust major gifts portfolio of donors and perspective donors
* Conducts ongoing research and data analysis in identifying potential new donor channels
* Provides oversight and management of the Alexis de Tocqueville(ADT) Cabinet as well as Legacy Board
* Collaborates with Donor Stewardship Manager to develop, create and implement ADT and Major Gifts communications, engagements and event schedules
* Consistently gathers, records, and manages information in ANDAR to ensure optimal accuracy
* Proudly and professionally represent the United Way of Central Carolinas on community initiatives and speaking engagements, as needed
* Represent department as needed on strategic cross-functional teams
* Support the Resource Development team by providing guidance, and leadership among all key stakeholders
* Learn and grow professionally through various avenues, but not limited to: online courses, in-person classes, seminars, conferences, books, etc.

**Necessary Attributes and Skills**

* Passion for the United Way of Central Carolinas mission to end poverty and increase economic mobility within the greater Charlotte area
* Strategic planning and business analytics skills
* Strong interpersonal skills including leadership capacity
* A creative thinker constantly probing innovation, seeking new ways of connecting with volunteers and donors
* Ability to deal effectively with a variety of situations requiring judgment and poise
* Excellent interpersonal, and communication skills, including public speaking

**Competencies**

* Team Management and cross functional effectiveness
* Ability to self-start and implement initiatives and programs
* Manages complexity and knows how to prioritize
* Desire to learn and develop

**Education/Experience Requirements**

* Bachelor’s degree
* Strongly proficient in Microsoft Excel
* Minimum of 3 years’ experience in the development of major gifts or comparable fund-raising experience