

## ORGANIZATION:

Goodwill has been serving individuals and families in the Southern Piedmont region of North and South Carolina for 55 years. Goodwill operates 26 retail stores and has more than 30 donation sites in the region. Proceeds from the sale of donated goods fund skills training and employment services for individuals facing obstacles to employment. In 2019, Goodwill assisted more than 11,000 individuals with resources and support, and helped more than 1,300 people launch careers thanks to donations and purchases from the community. The Goodwill Opportunity Campus benefits participants by offering services to increase long-term support on their journey to earn a family-sustaining wage. At Goodwill Industries, our team members are what bring our mission to life by helping people in our community see possibilities, seize opportunities, and prosper! We collaborate and guide our decisions through our mission, vision, and shared purpose to seek excellence in everything we do. For more information, visit [www.goodwillsp.org](http://www.goodwillsp.org)

## JOB SUMMARY:

Goodwill's philanthropy team is growing! We are looking for a Major Gift Manager to grow individual giving by managing and cultivating relationships with existing major gift prospects and through the identification of new prospects. An ability to empathize with donors, clearly communicate Goodwill's impact and understand donor-centric fund raising is key. You'll be expected to work collaboratively within the department and across the agency to effectively communicate impact with your portfolio. We're looking for someone with strong relational skills, understanding of Charlotte's philanthropic community and fund raising best practices. Experience working with a moves management system and working with donor databases is encouraged.

## KNOWLEDGE, SKILLS, and ABILITIES:

Ability to write non-routine reports and business correspondence. Ability to effectively present information and respond to questions from diverse groups, and the general public using tact, courtesy and cooperativeness. Strong writing and speaking skills to inspire individuals to action. Ability to clearly communicate the organization's mission is key. Ability to deal with problems involving several concrete variables, exercising judgment, initiative and ingenuity. Ability to exercise discretion while regularly managing confidential information. Proficiency in using Microsoft Office as well as in donor databases, prospect research and other wealth screening tools to aid in the moves management process. Ability to establish and maintain good working relationships throughout the organization and with outside constituencies. A self-starter and results driven, organized, prepared, detail-oriented and reliable.

## EDUCATION AND EXPERIENCE:

Bachelor's degree (B. A.) from four-year college or university in communications, public relations, marketing or related field and at least three years of years of nonprofit fundraising experience with demonstrated ability to secure individual and major gifts and meet objectives; or the equivalent combination of education and experience.

## TO LEARN MORE AND APPLY:

[Major Gifts Manager](#)