



Position Title: Major Gifts Officer

Department: Development

Reports to: Vice President of Development

Position Summary: Morris Animal Foundation is growing and in search of best-in-class fundraising experts! The Major Gifts Officer is responsible for raising revenue from high net-worth individuals; this role will include hunting for new partners and farming already existing ones.

About Morris Animal Foundation:

Morris Animal Foundation is the oldest and largest non-profit source of funding for science that improves the lives of animals. Established in 1948 by Dr. Mark Morris, DVM, the Foundation has funded over 2000 studies and committed over \$118M to research benefitting companion animals and wildlife. Based in Denver, Colorado, our staff of 35 professionals manages approximately 250 studies at any given time, including the Canine Lifetime Health Project, the largest and most far-reaching study run to date in veterinary medicine. Each year, over \$7M of new research funding is committed through working practices that ensure only the most scientifically robust and impactful studies are supported. Building on this impressive and solid history, the Foundation is entering a new era. We believe with the increasing recognition of the vital role animals' play in the lives of humans, extraordinary growth of our mission is not only possible, but imperative. There is a tremendous amount of work to be done, and we are focused on scalable and sustainable growth of revenues and programs to meet the need.

Golden Retriever Lifetime Study:

The Golden Retriever Lifetime Study (GRLS) is a longitudinal study of approximately 3,000 Golden Retrievers, in which detailed information (including medical, lifestyle and environmental data) and biological samples are routinely collected throughout the life of each dog. Launched in 2012, the goal of this study is to discover new insights into the causes and risk factors for a variety of disorders commonly found in Golden Retrievers and other breeds of dogs.

Position Functions:

- Execute a strategic plan to achieve individual major gift revenue and retention goals; exceed goals and objectives
- Maintain a working portfolio of individual major gift prospects and current donors
- Qualify, cultivate and solicit major gifts
- Secure renewal gifts from current major donors
- Assist moves management efforts to increase average major gift amount
- Maintain accurate records in Raiser's Edge database



- Ability to qualify donor opportunity and identify supporters that represent the highest giving capacity for the organization
- Design a personal ask plan that is custom to donor's interests, motivations, and giving patterns
- Write effective proposals and asks
- Create timely reports that reflect caseload and performance
- Capacity to meet deadlines, manage to a travel budget, and maintain an ethical, positive and constructive attitude while solving problems
- Protect the mission, goals, and values of Morris Animal Foundation

Position Requirements:

- Bachelor's degree
- Strong sales or fundraising experience with demonstrated success raising 5 to 6 figure gifts
- A proven ability to handle multiple priorities and deadlines
- Ability to travel (up to 50-75% of working time); a valid driver's license and proof of insurance is required
- Results-oriented
- Excellent organizational, interpersonal, and verbal and written communication skills are required
- Ability to work with all departments in the Foundation to propel the mission forward
- Promote and adhere to Foundation Core Values: Excellence, Respect, Compassion, Collaboration, Innovation, and Determination.

Position Specifications: Full time, exempt, non-supervisory position

Please email your resume, cover letter and salary requirements in a word document or pdf, labeled with your complete name to Lisa Whipple at lwhipple@morrisanimalfoundation.org. Please list "Major Gifts Officer" in the subject line of your email. **Incomplete and/or inaccurate applications will not be considered.**