



**Position Title:** Major Gift Officer (Two Openings Available)

**Department:** Development

**Reports to:** Chief Development Officer (CDO)

**The Opportunity:** Morris Animal Foundation is growing and in search of best-in-class fundraising experts. The Major Gift Officer is responsible for managing and cultivating relationships with existing major gift donors (\$10,000+), as well as identifying new prospects in the northeast. An ability to empathize with donors and clearly communicate the Foundation's mission is key.

### **About Morris Animal Foundation**

Established in 1948, Morris Animal Foundation is dedicated to improving and protecting the health of animals through scientific innovation, education and inspiration. Our investment in research has yielded life-saving vaccines, new treatments for critical diseases, superior screening tests and advanced diagnostic tools. We respond to emerging animal health threats that endanger entire species and make new discoveries in basic animal biology to support applied research. With every study we fund - more than 2,900 to date - we strive to advance the science of veterinary medicine, honoring the founding principles of Dr. Mark L. Morris Sr. to benefit animals worldwide.

Morris Animal Foundation is committed to promoting diversity throughout the organization, its staff, Trustees and scientific advisers. Diversity within our organization enhances our capacity to communicate, strengthens our organization, makes our culture more robust and allows us to serve animals, donors and partners more effectively.

### **The Challenge**

Morris Animal Foundation is seeking a collaborative, results-oriented Major Gifts Officer with demonstrated leadership, organizational management and interpersonal skills to join its team! Working in a dynamic, fast-paced and creative environment, the Major Gifts Officer will report to the Chief Development Officer and is charged with managing the daily activities of the Development department; working in partnership across the Foundation toward a shared vision and goals; developing and maintaining financial projections and budgets; personally cultivate, solicit and secure major and lead gifts; and support board members.

### **The Team**

- Work closely with the Major and Organizational Giving teams on partnership strategies to hit revenue and retention goals.
- Work closely with the Chief Development Officer to create monetary and strategy goals for each fiscal year.
- When applicable, work with Board of Trustees to identify and engage potential donors in their geographic locations.



- Work collaboratively with the Scientific Programs and Marketing & Brand Strategy teams to facilitate Donor-Inspired Studies with interested donors.

### **The Skill Set**

- Drive and implement individualized strategic fundraising plans focused on qualified major donors in your territory.
- Maintain a working portfolio of potential major donors through active identifying, qualifying, cultivating, soliciting and stewarding.
- Successfully communicate impact of our research to major donors.
- Develop creative ways to keep partners engaged with our work since COVID-19 has changed the way our industry works and operates.
- Protect the mission, goals and values of Morris Animal Foundation.
- Capacity to meet deadlines, manage to a travel budget, and maintain an ethical, positive and constructive attitude while solving problems.

### **Position Requirements**

- Bachelor's degree
- 3-5 years' experience in nonprofit fundraising
- Strong sales or fundraising experience with demonstrated success raising five- to six-figure gifts
- A proven ability to handle multiple priorities and deadlines
- Ability to travel, 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 at a Glance**

Immediate goals for this position include developing a strong understanding of the science, projects, initiatives and procedures of the Foundation in order to communicate impact to donors. Within the first year, this position will establish and grow relationships with qualified donors, while working to qualify 200+ donors throughout the eastern part of the country.

**Benefits (To name a few!)**

Morris Animal Foundation offers competitive pay, merit-based raises, and ample growth and professional development opportunities for its employees. A full benefits package includes 100% paid premiums for employee health, dental, vision, LTD, life insurance and a 403b retirement account with up to 6% employer match. Employees are given accrued vacation time, six personal days per fiscal year, 10 paid holidays, a lifestyle and fitness reimbursement, work from home equipment reimbursements and nine weeks paid FMLA medical and parental leave. Come be a part of a compassionate and collaborative organization that is bursting with pride for its mission!

**Position Specifications:** *Full-time, exempt position.* Job duties include a general office environment, spent sitting and operating a computer and other office machinery. Must be able to read, write, and communicate fluently in English. If hired, you will be required to furnish proof of your eligibility to work in the U.S.

**Work Location Requirements:** Hybrid Work Model (some in-office work required at the Foundation's central office in Denver; exact amount depends on position duties, current projects and schedule needs)

Colorado candidates preferred; remote work may be considered in certain circumstances. The Foundation is not currently hiring in CA, HI, NY, NJ. Candidates are welcome to apply if willing to relocate prior to start date.

**Hiring Salary Range:** \$62,900-78,600

**How to Apply:** Please email your resume and a cover letter that includes how you heard about this job and your salary requirements in a Word document or PDF, labeled with your complete name to the People & Culture Department at [PCD@morrisanimalfoundation.org](mailto:PCD@morrisanimalfoundation.org). Please list **Major Gift Officer** in the subject line of your email. **Incomplete and/or inaccurate applications will not be considered.**

**COVID-19 Vaccination Policy**

Morris Animal Foundation is a science-based organization and supports the research community behind FDA-approved vaccines. The Foundation also is committed to protecting the health and well-being of our employees, their families, and members of our community against coronavirus (COVID-19) infection. Proof of COVID-19 vaccination will be required for all employees per our COVID-19 Vaccination Policy. Employees that are not vaccinated due to a qualifying medical condition or on the basis of a sincerely held religious belief can request accommodation at the time of the job offer.



### **Morris Animal Foundation Core Values\***

**Respect** - We act with integrity and are accountable to the needs of others and respectful of their time, expertise and opinions. We listen and communicate thoughtfully, directly and openly, always assuming good intent. We are inclusive and value diversity.

**Excellence** – We advance animal health by funding only research that meets the highest scientific standards. We are committed to ensuring the best use of donor funds and Foundation resources to benefit animals everywhere.

**Compassion** - We care deeply about animals and the people who care for them. It is our responsibility and an honor to improve animal health.

**Collaboration** – We actively partner, creatively work together and freely share ideas to advance the science of animal health and grow our impact. We nurture, grow and educate the animal health community that shares our passion. Together we can do more.

**Innovation** – At our core, we value proven science but also seek creative solutions to meet the growing challenges of animal health in a changing global ecosystem. Based on what we learn, we constantly evolve to achieve our mission.

**Determination** - We are driven by our mission and seek answers with relentless pursuit. Using science as our compass, we develop pathways to animal health solutions. So long as animals face health concerns, we will continue to find answers.

\*These are core competencies that are expected of all employees of Morris Animal Foundation.