

Director, Major Gifts

Candidate Profile and Job Description

We are committed to the end of world hunger by 2030 – and focus our contribution in this effort on **empowering communities and individuals to drive the solutions that work for them**, and by **partnering with like-minded groups**. The Hunger Project takes a comprehensive approach – working with communities to focus on activities that will have a lasting impact on their well-being and potential.

In order to achieve this visionary – yet achievable – goal, we must nurture relationships with supporters to champion our work, invite others, and invest in our impact.

We are seeking an experienced major gifts fundraiser who is eager to get out and talk to prospects about the IMPACT of The Hunger Project, and generate results from those conversations. **This is the farthest thing from a desk job!** In fact, we want someone in this role who feels like **their seat's always on fire – they HAVE to be out of the office as much as possible!**

The **ideal candidate** is someone who:

1. **Wants to change the world** – this person has had a life-long passion to make a difference, perhaps specifically around issues of poverty, hunger, or international development, whether through work, volunteer, or personal experience. *This person channels that passion with a strong sense of optimism that even big change is possible, and feels a personal calling to have an even greater impact in this phase of their career.*
2. **Has experience in fundraising through one-on-one engagements and direct asks** – and a track record of closing 6- and 7-figure gifts. This is someone who enjoys **telling a great story**, engaging with **empathy**, and **being bold** in making asks and getting **results**. *This is a person who is comfortable working within a proven model and frameworks – and can self-motivate to focus on the activities that drive results.*
3. **Has a high degree of persistence** – he or she just keeps going at the goal (in a thoughtful way), despite roadblocks and rejections. *This person has encountered plenty of rejection, and is constantly thinking about what new strategies to try out in their next approach, or how to gently plow through resistance.*
4. **Loves to follow a proven process** – rather than being *too focused on all the detail*, he or she concentrates on outlining the strategy and most critical details needed to work each prospect or opportunity, from initial preparation and phone

call to the final follow-through. This person is **methodical without letting process slow them down.**

5. Is **humble and coachable** – this is a life-long learner, who regularly seeks and implements honest feedback from a few key mentors. *This person is often reflecting on how to do things even better, and takes on things outside their comfort zone, such as a graduate school class or a triathlon.*
6. **Enjoys navigating change** – someone who thrives in a changing environment, and knows how to adapt quickly. *This person has been in high-growth organizations and enjoys helping them reach new levels of complexity and vision.*

ROLE EXPECTATIONS AND RESPONSIBILITIES

The Director, Major Gifts is responsible for building and maximizing relationships with a portfolio of prospects, to exceed an annual fundraising goal of \$1 million that furthers the impact of The Hunger Project.

The Director, Major Gifts must be able to engage high-level investors and prospects (including booking their own meetings!), update databases, write reports and manage the details of follow-up. ***This is a roll-up-your-sleeves position, combined with the sophistication of engaging with world-changing philanthropists.***

The specific responsibilities of this role fall into these primary areas:

1. Owner of a fundraising portfolio:

- Identify and prioritize new prospects from diverse sources (including current investors), in collaboration with the U.S. fundraising team, and other key leaders and supporters, to exceed personal fundraising goal.
- Conduct prospect research, analysis, and strategy. Plan and strategize about prospect predisposition and visits, including engaging leadership, board members, and supporters as needed.
- Visit with prospects and make asks, sometimes leading, and sometimes supporting.
- Manage prospect follow-up activities, coordinating with the team to close gifts.
- Commit to raise a minimum of \$1M in single or multi-year giving.

2. Contributing member of the team:

- Participate in team selling for funding opportunities as needed.
- Participate in – and seek out – opportunities to learn about the projects and communities supported by THP.
- Build relationships with organizational leaders.

Location & Travel. Preference for candidates in New York City or San Francisco Bay Area, but open to candidates based virtually. Will require travel approximately 30-40%

of the time, largely within the U.S., with occasional international travel to program countries.

Compensation & Benefits. This is a full time, exempt position with a comprehensive benefits package. Salary is competitive and commensurate with level of experience.

About The Hunger Project. The Hunger Project (THP) is a global, strategic organization committed to the sustainable end of world hunger. In Africa, Asia and Latin America, The Hunger Project empowers millions of women and men to end their own hunger, pioneering low-cost, bottom-up, gender-focused strategies in each region where hunger persists. These initiatives mobilize clusters of rural villages to create and run their own programs that achieve lasting progress in health, education, nutrition and family income.

CONTACT AND FURTHER INFORMATION

If this profile calls out to you, please send a tailored, authentic cover letter that explains 1) why The Hunger Project; and 2) why this particular role are ideal fits for you – along with your resume – to our partners at For Impact: talent@forimpact.org.

For Impact | The Suddes Group brings a fresh approach to talent searches. We combine our decades of experience in talent, leadership, and organizational development with our 30+ years helping 5,000+ organizations raise over \$2 Billion. We believe that success lies in the ability to commit to a **fundraising model** that focuses on **sharing the impact** that will help **drive income to sustain and grow** the organization.