

Major & Planned Giving Officer

Job Announcement

The Search

The Greater New Orleans Foundation, the philanthropic institution dedicated to driving positive impact through philanthropy, leadership, and action in the Greater New Orleans region, seeks a motivated, collegial, and proficient fundraising professional to serve as the organization's Major and Planned Giving Officer.

Reporting to the Vice President for Philanthropy, the Major and Planned Giving Officer will be eager to embrace this moment of opportunity at the Foundation, as the organization nears the completion of its landmark Be Greater Campaign. The Major and Planned Giving Officer will be responsible for identifying, engaging, cultivating, soliciting, and stewarding current and prospective major and planned giving donors. The incumbent will also be responsible for providing outstanding and responsive customer service to an established portfolio of donors and prospects, ensuring the attainment of their personal philanthropic goals. The ideal candidate will be eager to unite their own frontline fundraising experience and knowledge of planned giving vehicles with a desire to work collaboratively with a diverse and driven staff team, an engaged Board of Directors, and an energetic donor base.

The Organization

For nearly a century, the Greater New Orleans Foundation has connected donors and fundholders with causes that they are passionate about, with a goal of affecting transformational change. With a vision to create a vibrant, sustainable, and just region for all, the Foundation makes grants and supports impactful work throughout the 13-parish Greater New Orleans region, while also providing civic leadership to help address the biggest challenges facing the region, including recent responses to Hurricane Ida and the COVID-19 pandemic. Today, the Foundation manages more than 1,100 funds in a variety of program areas that have both short-term and long-term impact.

The Role

In terms of essential responsibilities, the Major and Planned Giving Officer will:

- Support the immediate and long-term fundraising goals of the Foundation by proactively establishing positive relationships with current and prospective major and planned giving donors and fundholders in regard to a variety of gift possibilities, particularly donor advised funds, major gifts, complex gifts, and planned gifts.
- Maintain a portfolio of 50+ major gift and planned giving prospects.
- Design, implement, and track innovative strategies to cultivate and solicit high-net worth donors and planned giving prospects.
- Manage donor interactions for prospects assigned to President/CEO, Board Chair, and Vice President for Philanthropy.
- Oversee and manage stewardship strategies for the Foundation's major and planned giving donors.
- Share in the management of Be Greater Campaign activities; the campaign is scheduled to conclude in December 2023.
- Share in the overall department goal to secure annual Partners in Philanthropy, Impact 100, and GiveNOLA Day sponsorships from individuals, corporations, and foundations.

- Build and nurture mutually beneficial relationships with professional financial advisors, ensuring that they are aware of the Foundation’s array of philanthropic tools that can be utilized on behalf of their clients.
- Organize seminars on planned and deferred gifts for audiences that include existing fundholders and successors, board members, professional financial advisors, and other community members.
- Remain abreast of current planned giving trends, laws, and regulations.
- **Complete other tasks or initiatives as relevant to the duties of the position, or as assigned by supervisor.**

The Candidate

The most competitive contenders for the role will embody a solid combination of the following traits and experiences:

- Minimum of five years of development experience, possessing roles with increasing levels of responsibility.
- Demonstrated success in personally securing five- and/or six-figure major gifts.
- The ability to take initiative and work with a sense of purpose and urgency.
- A working understanding of planned giving vehicles, including bequests, trusts, annuities, and giving through retirement plans.
- Excellent listening, verbal, and written communication skills.
- Familiarity with CRMs and prospect research tools such as Raiser’s Edge, Salesforce, FIMS, Crescendo, and/or Wealth Engine.
- A personal commitment to the values of diversity, equity, and inclusion.
- A professional designation(s) such as CAP and/or CFRE is highly desired.
- A Bachelor’s degree is required.

The Major and Planned Giving Officer must be located in, or willing to relocate to, the Greater New Orleans region. The Foundation operates in a hybrid working environment, with staff working in-office three days per week and the opportunity to work remotely two days per week.

Compensation & Benefits

Salary is commensurate with experience; the salary range starts at \$85,000. This position is exempt, and the employee will be eligible for the Foundation’s competitive health and benefits plan.

To Apply

To apply, please submit a cover letter and resume, in confidence, to careers@gnof.org, with the subject line “Major and Planned Giving Officer.”

The Greater New Orleans Foundation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.