



# United Way OF THE GREATER LEHIGH VALLEY

## United Way of the Greater Lehigh Valley Job Posting Major Gift Officer (Philanthropy Officer)

Department: Resource Development  
Supervisor: VP, Resource Development  
Status: Salary, Exempt, Full-time  
Base Salary Range: \$75k - \$85k  
Location: UWGLV Office

### Position Description Major Gift Officer

We are growing our philanthropy team and adding a 4th Philanthropy Officer (MGO)! Join us in raising ~\$30M annually for our community in the Lehigh Valley.

The Philanthropy Officer identifies, qualifies, cultivates, solicits, and stewards donors and prospective donors with the capacity to join Tocqueville Society (\$10k and up annually). This position will have direct responsibility for a portfolio of 125+ current and prospective major donors.

- Qualify, cultivate, and solicit individual prospective donors for UWGLV through community engagement and prospect visits with existing and potential donors
- Steward and solicit existing individual donors for renewed and increased gifts to UWGLV's annual campaign from an assigned portfolio

### Required Work Experience Major Gift Officer

5-plus years of professional work experience in a range of ANY of the following: major gifts solicitation, donor stewardship, fund-raising, direct appeals, high net-worth individual sales; a related bachelor's degree considered in lieu of some work experience.

### Preferred Skills Major Gift Officer

- Comfort and proficiency with presentation and compelling communication skills both one-on-one and with groups.
- Proven experience in personal relationship building, socializing professionally in both intimate settings and at larger social events.
- Familiarity with database software and customer service / donor management software.
- Understanding of and commitment to the vision and purpose of United Way.
- Staff members who drive a vehicle on UWGLV business must provide proof of a valid driver's license and current automobile insurance.

Reasonable accommodations may be made to enable individuals to perform the essential functions. United Way of the Greater Lehigh Valley is an equal opportunity employer.

### Benefits Package

In addition to the base pay and annual merit increases this position is eligible for our org-wide performance based annual bonus package which is typically 4%-6% of base pay. The benefits package includes subsidized medical, vision and dental insurance, fully paid life and ltd insurance, a 401k retirement plan with employer contributions and a generous paid leave policy.

### Work Location

This position is based in our office in Allentown, PA and donors generally expect to meet in person. Staff are required to be in the office or at in-person meetings/events for at least 60% of their schedule.

### HOW TO APPLY

Interested candidates may apply via: <https://my.career.place/static/jobs/major-gift-officer-cmqtxjbro7rw0ilhq5ocfo25?source=uwglv>