

United Way of the Plains

Job Opportunity: Director, Leadership Gifts and Planned Giving

Reports To: President and CEO

OVERVIEW: A philanthropist is defined as a person or company “who makes an active effort to promote human welfare” usually by a donation of time, money, expertise, experience or skills. Anyone can be a philanthropist, and we believe that the spirit of philanthropy runs deep in south central Kansas. We are looking for a leader who can unlock the philanthropy that exists in the Wichita metropolitan region to help us build a stronger community.

The Director for Leadership Gifts and Planned Giving will complement a robust team of professional relationship builders by focusing on the identification, cultivating, and expansion of our individual major gifts program with special emphasis on our new planned giving initiative. We are searching for someone with the experience to tailor relationships that connect donors with the causes they care most about, so much so that the donor would also consider using their charitable trusts, or other estate planning vehicles to leave a legacy of commitment to help strengthen our community for many years into the future.

Ultimately, we are looking for a leader who is entrepreneurial, innovative, fearless, confident, sophisticated, and extremely motivated in exceeding our planned giving objectives and growing our most generous charitable giving society. The successful applicant will be a leader who possesses the technical skills to connect with the full spectrum of philanthropists, shares our passion in serving others, and derives personal satisfaction in helping others give back to build a stronger Wichita.

KEY AREAS OF RESPONSIBILITY:

- Manage and grow United Way Tocqueville Society (\$10,000+ Charitable Giving Society).
- Manage and grow the Planned Giving program to include charitable trusts, estate planning, legacy gifts, IRA rollovers, etc.
- Manage and grow portfolio of corporate sponsorships.
- Collaborate with teammates to develop, implement, and evaluate marketing plans tailored for growing Tocqueville Society and planned giving program.
- Cultivate deep, strategic, year-round, sustainable relationships with current donors.
- Identify and build relationships with prospective strategic donors and organizations.
- Develop and recommend strategies and activities for year-round relationship building.
- Collaborate and coordinate with Workplace Giving strategy as needed for companies affiliated with the individual donors and prospects within assigned portfolio.
- Collaborate with Marketing, Community Impact and Finance teammates to tailor strategies for major gifts, corporate sponsorships, and future donors.
- Ensures the Customer Relationship Management (CRM) database is managed, data is analyzed, and reports are produced for sustainability and growth opportunities.
- Track and evaluate effectiveness of strategies, campaigns, and overall giving results.
- Provide insight into the planning and execution of special events.
- Research and build commitment with new donors, foundations, and trusts to assure United Way’s donor base continues to grow and flourish.

MINIMUM KNOWLEDGE & SKILLS REQUIRED:

- Bachelor's degree in a related field can be helpful in the role; a graduate degree can also be an advantage.
- Ten or more years professional work experience, with five or more years previous experience in sales, business development or fundraising.
- Proven track record in securing major gifts (\$10,000+).
- Technical expertise in planned giving, charitable trusts, legacy and estates, etc. is a plus.
- Proven ability to build trust with high net-worth individuals and organizations.
- Professional judgment, maturity, leadership, and outstanding interpersonal skills honed over several years of progressive work experience.
- Thorough working knowledge of relationship-based fund-raising procedures and philosophies.
- Excellent listening skills, with the proven ability to solicit information from others.
- Proven project management skills, including the ability to balance multiple projects in varying degrees of implementation.
- Proven ability to create, cultivate, grow, and retain strong donor and stakeholder relationships.
- Proven ability to build strong collaborative relationships across organizations and work cooperatively and flexibly as part of a team.
- Proven self-starter that is motivated and driven to achieve results with little supervision.

Non-Negotiable Hiring Criteria:

- Effective, articulate, and persuasive public speaking and presentation skills.
- Excellent writing and editing skills.
- Proficient in Microsoft Office applications.
- Excellent negotiation, analytical, organizational, time management, and interpersonal skills.
- Relentless, naturally curious and self-motivated in a never-ending pursuit of continuous improvement.
- Ability to interact in a positive way with individuals and groups.
- Can work independently and responsibly while managing numerous projects simultaneously.
- Dependable and reliable to meet deadlines; remains calm under pressure.
- Lead by personal example; your word is your bond.
- Is a humble leader who can positively influence others not under their control.
- Willing to challenge the status quo in entrepreneurial ways; possess creative problem-solving skills.
- Helps create a work environment that embraces and appreciates diversity.
- Above all, is optimistic in nature in ways that makes those around them better.

How to Apply:

Submit your cover letter and resume as one document through our LinkedIn page at:

<https://www.linkedin.com/jobs/view/3428120462/?refId=n22WV2PQ2S51c6PHuIXnaw%3D%3D&trackingId=eQUlo1KUF06slgEW%2FAPz0g%3D%3D>

Application Deadline: For priority consideration, apply by January 27, 2023; position will remain open until filled.

The United Way of the Plains is committed to providing Equal Opportunity in Employment, to all applicants and employees regardless of, race, color, religion, gender, age, national origin, military status, veteran status, handicap, physical or mental disability, sexual orientation, gender identity, genetic information or any other characteristic protected by law.

Core Competencies for all United Way Professionals

- **Mission-Focused:** The United Way Professional's top priority is to create real social change that leads to better lives and healthier communities. This competency drives their performance and professional motivations.
- **Relationship-Oriented:** The United Way Professional understands that people come before process and is astute in cultivating and managing relationships toward a common goal.
- **Collaborator:** The United Way Professional understands the roles and contributions of all sectors of the community and can mobilize resources (financial and human) through meaningful engagement.
- **Results-Driven:** The United Way Professional is dedicated to shared and measurable goals for the common good including creating, resourcing, scaling, and leveraging strategies and innovations for broad investment and impact.
- **Brand Steward:** The United Way Professional is a steward of the brand and understands his/her role in growing and protecting the reputation and results of the greater network.

More information about the United Way of the Plains can be found at www.unitedwayplains.org