



MAJOR GIFTS OFFICER

WHO WE ARE

Christel House International (CHI) is a global education network serving more than 6,000 students from under-resourced communities in India, Jamaica, Mexico, South Africa, and the US (Indianapolis). Our vision is for our students to break the cycle of poverty. Our goal is that they will achieve upward economic mobility, become good citizens, and identify and realize their goals, dreams, and human potential. To achieve this goal, the Christel House model is holistic, purposefully integrating academics, leadership and character development, health & social services, and college & careers. In recognition of the critical role our students' parents and caregivers play, Christel House provides intentional programming to support and partner with them. Students begin their Christel House journey as early as pre-Kindergarten (in some locations) and continue through high school. Once they graduate, Christel House alumni are actively supported in our College & Careers program for five years to best empower them to achieve their individual goals and aspirations.

WHAT WE BELIEVE

We are unwavering in the belief that our students' potential is not limited by their experience with poverty. By providing them with the right interventions, connecting them to empowering opportunities, and intentionally developing their sense of agency and self-efficacy, we equip our students with the skills and knowledge to pursue and achieve their goals and aspirations. Christel House graduates are prepared to take a seat at the table of life.

WHAT YOU WILL DO

The Major Gifts Officer will play a pivotal role in advancing our fundraising goals by cultivating and stewarding relationships with high-net-worth individuals in the United States who have an interest in supporting our work locally and globally. Reporting to the Senior Vice President of Development, this position requires a strategic, results-driven individual with a proven track record of securing significant philanthropic contributions from major gift donors.

POSITION DESCRIPTION

The Major Gifts Officer (MGO) is responsible for a portfolio of individual donors and prospects capable of making gifts in the \$10,000 - \$100,000 range on an annual basis. The position will identify, qualify, engage, cultivate, solicit, and steward current and prospective individual major donors. This position will be responsible for meeting annual revenue goals and various additional benchmarks related to fundraising success, such as annual contact, acquisition, and retention goals. Reporting to the Senior Vice President of Development, the MGO position will rely heavily on cultivating personal donor relationships and writing customized proposals that fund program expenses for Christel House schools in India, Jamaica, Mexico, South Africa and the United States. We seek an energetic, self-starter who can drive this critical portfolio and increase our community of individual supporters.



KEY RESPONSIBILITIES:

- Develop and implement a comprehensive major gifts strategy to identify, cultivate, solicit, and steward major donors capable of making significant financial contributions.
- Build and manage a portfolio of major donors and prospects, conducting regular outreach and personalized engagement to deepen their connection with the organization.
- Demonstrate strategic thinking in designing cultivation plans that will maximize donor gifts and steward them to ensure renewals and upgrades.
- Collaborate with senior leadership (Including our CEO and EVP) and other key stakeholders to identify new major gift prospects and opportunities for donor engagement.
- Prepare compelling written materials, including proposals, presentations, and impact reports, tailored to the interests and priorities of individual donors.
- Plan and execute cultivation events, donor recognition activities, and other stewardship initiatives to foster meaningful relationships with major donors.
- Utilize donor database and CRM system to track donor interactions, manage prospect pipelines, and analyze fundraising performance metrics.
- Stay informed about trends in philanthropy, major gift fundraising best practices, and industry developments to enhance fundraising strategies and approaches continuously.

QUALIFICATIONS

- Bachelor's degree required; advanced degree or relevant certification in fundraising, nonprofit management, or related field preferred.
- Minimum of 7-10 years of demonstrated success in major gifts fundraising or related experience, with a proven ability to secure five- to seven-figure gifts.
- Strong interpersonal skills with the ability to build rapport and establish credibility with diverse stakeholders, including high-net-worth individuals and institutional donors.
- Excellent written and verbal communication skills, with experience crafting compelling fundraising materials and delivering impactful presentations.
- Strategic thinker with the ability to set ambitious goals, develop and execute multi-year fundraising plans, and adapt strategies based on donor feedback and performance metrics.
- Highly organized with strong attention to detail and the ability to manage multiple priorities and deadlines in a fast-paced, dynamic environment.
- Proficiency in donor database management and CRM software (e.g., Salesforce, Raiser's Edge).
- Commitment to the mission and values of Christel House with a passion for driving social change and making a difference in the communities we serve.

PROFESSIONAL COMPETENCIES

1. Ethics and Integrity
2. Interpersonal Effectiveness and Teamwork
3. Communication Skills
4. Devotion and Commitment
5. Technical application knowledge/competence
6. Planning and Organizing



7. Urgency and Quantity of Work Output
8. Problem-Solving, Innovation, and Creativity
9. Leadership/Decisiveness and Judgment
10. Work Product Excellence

The person in this role must live in Indianapolis where we are headquartered. Interested applicants should send their resume and cover letter by June 7th, to **Tal Gilad** at tgilad@christelhouse.org

Christel House is an equal-opportunity employer. It is important to us that all staff members have a place of employment that is free of discrimination of all kinds and where staff can bring their authentic selves to work. We do not discriminate against any employee or applicant for employment on the basis of race, color, religion, gender, gender expression, age, national origin, disability, marital status, sexual orientation, veteran, or military status.

