

# FR1ENDS of the CH1LDREN

Los Angeles

## Major Gifts Officer

### Friends of the Children - Los Angeles (Friends LA)

*Los Angeles, California (hybrid position)*

[The Moran Company](#) is pleased to partner with the **Friends of the Children - Los Angeles** to recruit the organization's next Major Gifts Officer.

Founded in 2017, [Friends of the Children – Los Angeles](#) (Friends LA) is a chapter of the national Friends of the Children network, which began 30 years ago. Friends LA's mission is to impact generational change by empowering youth facing the greatest obstacles through long-term professional mentorship relationships for 12+ years, no matter what. Our professional mentors (Friends) support children navigating significant trauma, providing each child and family weekly 1:1 support from kindergarten through high school completion. Friends LA is recognized as the premier child mentoring organization in LA County, taking a two-generational approach that supports both children and their caregivers.

Friends of the Children - Los Angeles has a dedicated and diverse team of 70 + full-time staff, including a dynamic Executive Director and engaged Advancement team that consists of a Chief Advancement Officer, External Relations Manager, and Development Operations Manager. Friends LA also has a committed Board of Directors who want to engage with this position to actively expand philanthropic efforts. With a \$7.5 million annual operating budget and a \$25 million expansion plan over the next three years, Friends LA aims to double the number of families served by 2027. Friends of the Children's impact is evident - a longitudinal study by the Harvard Business School Association of Oregon confirmed that for every \$1 invested in Friends of the Children, the community benefits over \$7 in saved social costs.

This is a hybrid position based in Los Angeles County. Candidates must live in LA County, be available to work on-site in the office at least once a week, and regularly attend external donor meetings throughout the area.

Friends LA has a solid track record of securing strong government and foundation funding and is now poised to expand its individual major gifts program. For this newly created role, Friends LA seeks a dynamic and relational Major Gifts Officer (MGO) to

build and expand its individual giving program. The MGO will be a key strategic partner in leading and growing major philanthropic support (gifts of \$10,000 and above) from individual donors, family foundations, and donor-advised funds. A highly collaborative leader, the MGO will work closely with the Executive Director, Chief Advancement Officer, and Board of Directors to develop relationships with major donors and steward them toward significant investment in Friends LA's mission.

The ideal candidate will be a high-achieving, mission-driven, relationship-focused fundraiser with a proven track record of successful major gift fundraising, engaging board members, and building a culture of philanthropy. This individual should be able to authentically convey the impact of Friends LA's two-generational approach and systems-change work, inspire and engage donors, and lead with warmth, confidence, and authenticity. This position requires a bachelor's degree and/or at least five years of relevant fundraising experience, and a passion for Friends LA's mission and two-generational approach.

The salary range for this position is \$140,000 to \$155,000, depending on qualifications and experience. A comprehensive benefits package includes medical, dental, and vision insurance (100% premiums paid for the employee), retirement match, life and disability insurance, cell phone and work-from-home allowance, and generous holidays and PTO.

Interested candidates should submit a resume and cover letter to Angie Heer, The Moran Company. The resume should include all professional education and experience, examples of fundraising accomplishments, dates of employment (month and year), position/title, and organization names. The cover letter should highlight your relevant experience, passion for Friends of the Children LA's mission, and approach to major gifts fundraising. Applications should be submitted by April 1<sup>st</sup>, 2025.

To view full position profile and **APPLY**, copy and paste TinyURL:

<https://tinyurl.com/ydhrt7ab>