



Title: Major Gift Officer

Organization: Search Dog Foundation

Location: Hybrid with occasional presence at headquarters in Santa Paula, California. National travel required.

Salary Range: \$80,000 - \$100,000

About Us:

Founded in 1996, the National Disaster Search Dog Foundation (SDF) is a renowned nonprofit organization dedicated to strengthening disaster response in America by rescuing and training dogs to locate people buried alive in the wreckage of disasters. SDF offers professionally trained canines and an ongoing training program at no cost to fire departments or task forces. There are currently over 90 SDF-trained Canine Disaster Search Teams located in Baja California, California, Florida, Nebraska, New York, Oklahoma, Pennsylvania, Texas, Utah, and Virginia. As we continue to expand our impact, we are seeking a passionate and experienced Major Gift Officer to join our thriving Development team and lead our major gifts fundraising efforts.

The current operating budget of SDF is \$7.7 million, including capital expenditures. Over the past three years, the annual budget has increased approximately 11% year-over-year, with a 12% increase year-over-year over the past five years. SDF does not receive any government grants, and each year, approximately 3,800 individuals, foundations, companies, and groups contribute to SDF.

At SDF, we embrace a culture of teamwork, innovation, compassion, and integrity, and all staff recognize that their responsibilities are vitally important to the success and overall health of the organization.

Position Overview:

Reporting to the Director of Philanthropy, the Major Gift Officer is responsible for identifying, cultivating, soliciting, and stewarding donations, including major gifts

(currently defined as \$5,000 and above), legacy, and planned gifts, and will serve as a key thought partner on the Philanthropy team (4 FTE positions), with the opportunity to bring new ideas to the table. This individual will play a critical role in cultivating and stewarding relationships with a portfolio of existing individual and foundation donors on a local and national level who share our commitment to disaster response and canine welfare. The ideal candidate will possess a proven track record of securing significant gifts from individual and foundation donors, as well as a deep understanding of all fundraising strategies and best practices.

Key Responsibilities:

- Develop and implement a comprehensive moves management strategy and system to support the mission and programs of the Search Dog Foundation.
- Manage a portfolio of approximately 150 individual and foundation prospects and donors, focusing on securing annual, legacy, and/or blended gifts .
- Serve as a knowledgeable and enthusiastic brand ambassador, sharing compelling stories about our mission, programs, and canine partners and providing insights into our training techniques and operations.
- Work closely with the Director of Philanthropy, Executive Director, board members, and other senior leaders to integrate tour experiences and storytelling into major gift cultivation and solicitation strategies.
- Make direct, face-to-face solicitations and occasionally assist the board and other staff with their solicitations (e.g. provide portfolio development support, strategic counsel, and help with donor communications).
- Acknowledge major donors through public and private recognition.
- Develop, in collaboration with the Philanthropy and Communications teams, compelling solicitation materials, including proposals and presentations, tailored to the interests and priorities of major donors.
- Coordinate with Philanthropy and Program staff on gathering up-to-date Program data for requests, proposals, and progress reports.
- Demonstrate sound judgment in using this data to align with donor interests to create compelling cases for support in all areas of operations.
- Maintain accurate and up-to-date records of donor interactions and activities in the donor database, tracking progress and measuring outcomes against established goals.
- Provide presentations and tours of SDF's facility to prospective and existing donors.
- Identify, research, and qualify major donor prospects, including individuals, foundations, and corporations, with a focus on building a robust pipeline of potential supporters.

- Other administrative duties as assigned.

Qualifications:

- Bachelor's degree or higher, or applicable work experience.
- Minimum of 5 years of experience in major gifts fundraising, with a demonstrated track record of securing significant gifts from individual donors.
- Proven ability to build and maintain relationships with major donors, including experience working with high-net-worth individuals and philanthropic foundations.
- Excellent communication skills, both written and oral.
- Strong strategic thinking and problem-solving abilities, with the capacity to develop and implement innovative fundraising strategies.
- Collaborative team player with the ability to work effectively with diverse stakeholders, including board members, staff, volunteers, and external partners.
- Self-motivated, results-oriented individual who thrives in a fast-paced environment.
- High degree of proficiency in Microsoft Office Word, Excel, and Outlook (PowerPoint a plus).
- Proficiency in Salesforce or donor database and fundraising software.
- Passion for the mission and values of Search Dog Foundation.
- Valid driver's license.

This is a full-time hybrid position, requiring occasional presence at our headquarters in Santa Paula, California, as well as national travel as needed. Search Dog Foundation provides a competitive salary and benefits package, encompassing medical, dental, vision coverage, a 401(k) retirement plan, travel expenses as required, dog-friendly offices, and opportunities for professional development.

How to Apply:

To apply, please submit your resume and cover letter to

SearchDogFoundation@netzelgrigsby.com

The Search Dog Foundation is an Equal Opportunity Employer looking to build a diverse team. Prospective employees will receive consideration without discrimination on the basis of race, color, religious creed, national origin, ancestry, age, sex or gender, gender identity or expression, sexual orientation, disability, marital status, political beliefs, military service or veteran status, or any other legally protected status.