



Major Gifts Officer

Location: New York, NY

We believe in a world in which every human life is valued, and health and human dignity are shared by all.

We believe that access to quality healthcare is a basic human right. For more than 100 years, we have worked with global partners to deliver locally sustainable, quality healthcare solutions to women, children and their communities. We're ready to make it 100 more.

We believe change starts with her.

We work tirelessly for women's and children's health because they are disproportionately affected by illness and poverty. We know that healthy, educated, and empowered women are better able to raise healthy, educated, and confident children, and that communities depend on their livelihoods. We're making an impact – [learn more](#).

We believe in people.

We strive to live out our core values of **collaboration**, **love**, **excellence** and **respect** every day. We provide our employees with a competitive salary and a meaningful benefits package, with opportunities to learn and grow. We especially encourage all persons of diverse backgrounds to apply. *Read more from our President & CEO below.*

Overview

The Partnerships and Major Donor Engagement department is responsible for generating, sustaining and growing revenue and developing partnerships with corporations and organizations, health systems, universities, religious constituencies, mid-level and smaller foundations, and major donors, in alignment to CMMB's global strategy.

Reporting to the Vice President of Partnerships, the Major Gifts Officer is responsible for the generation and growth of varied revenue through cultivating, building, and maintaining high quality relationships and innovative partnerships with major donors and assorted religious constituencies. This position will be based in New York City with some flexibility to work remotely.

Responsibilities

- Develop creative, innovative partnerships with religious organizations to achieve greater investment and with high net worth individuals who support CMMB.
- Implement multi-year, multi-million-dollar revenue generation campaigns and determine effective strategies for identified donors and prospects.
- Identify, engage, cultivate, solicit, and steward current and prospective major donors, in expanding their financial support of the work of CMMB.
- Meet annual revenue targets by working with an assigned portfolio of donors and prospects to advance the mission of the organization and assist donors in creating meaning in their lives through giving to CMMB.
- Prospect for potential new partnership opportunities, analyzing their feasibility, shaping specific opportunities, presenting recommendations internally, and negotiating funding agreements.
- Must be/become familiar with and help supervise all planned giving/major donors operations to include special mailings, donor research, receptions and visitations.



- Must be/become familiar with and help supervise the development and submission of project requests, to various donors and ensure that respective progress reports are sent in a timely fashion.
- Must coordinate and collaborate with the Country Programs department, which will identify those projects which are suitable for presenting to various donors.
- Must ensure continual external networking takes place to establish relationships and alliances which will enhance our efforts and make us aware of the changing operational environment, new techniques and technologies.
- Must conduct periodic evaluations of progress, such as the vital signs overview of our donor base, to identify program strengths and weaknesses. Strategies must then be developed to address weakness and enhance strengths.
- Must meet with major donors and potential major donors (individuals, religious communities,) to establish relationships to lay the groundwork for active solicitation of funds.

Required Skills, Abilities and Knowledge

- Bachelor's degree
- 5-8 years professional, well rounded experience in the area of development
- Demonstrated record of success in developing and implementing successful fundraising strategies.
- Deep understanding of revenue generation.
- A working knowledge of Planned Gift vehicles, including annuities, trusts and bequests.
- Proven experience working with MS Office suite, database programs and online research tools.
- Good written and verbal communication skills, with exceptional presentation capabilities.
- Ability to act as a program manager to drive multiple projects, prioritize, and meet simultaneous milestones.
- Comfortable working for a faith-based organization, specifically a Catholic philanthropic organization.
- Ability to represent the organization in external forums.
- Must be authorized to work in the United States
- Some travel is required.

Desired Skills, Abilities, and Knowledge

- Master's degree desirable.
- Experience in international healthcare or NGO arenas.

How to apply

Visit our [careers page](#) for more information, and [click here to apply](#).

A message from Bruce Wilkinson, President and CEO of CMMB – Healthier Lives Worldwide

As president of CMMB, I would like to thank you for your interest in joining with us on our journey to bring healthier lives to women, children and their families worldwide. CMMB has embarked on our second century of service to the



most marginalized. Our vision of a world in which every human life is valued, and health and human dignity are shared by all is at the core of who we are. We are always looking to join hands with experienced professionals who want to add their energy to our work, and are so pleased you are considering CMMB as your potential employer.

The position of Major Gifts Officer is critical to our mission and vision. I welcome your interest in joining our diverse, talented, professional and motivated team.

Cheers,
Bruce