Position: Major Gifts Officer
Status: Permanent, exempt, 1.0 FTE, 37.5 hours per week
Hours: Primarily weekdays, some evenings, weekends, and holidays required
Reports to: Development Director
Location: Portland, Oregon

Help shape Oregon's future!

At 1000 Friends, we love Oregon and work to enhance it every day. We do this through our state's land use planning program, ensuring it effectively works for all Oregonians. Since 1975, 1000 Friends of Oregon has defended thriving working landscapes and the families they support, promoted the qualities that make our communities great, and built coalitions with diverse interests to ensure that Oregon is livable and lovable for everyone.

This means that Oregon will always be able to produce the food people need; create opportunities for housing for every type of family; connect people with transportation options no matter their abilities or where they are; and ensure that our air is breathable and water drinkable.

Founded in 1975 by Governor Tom McCall, 1000 Friends was created as a watchdog organization to protect Oregon's nascent land use system. Now, over 40 years later, we are using that system to thoughtfully guide the state towards an equitable, stable, and accessible future for every Oregonian.

Our Mission
Working with Oregonians to enhance our quality of life by building livable urban and rural communities, protecting family farms and forests, and conserving natural areas.

Our Vision
An Oregon in which all people share in the economic and ecological benefits of great communities and healthy working landscapes.

Equity Statement
We know that land ownership, as well as land use policies and processes, have not always been equitable. Land ownership has been racially restricted; land use entitlements have favored those with access to decision-makers; and public engagement in land use planning has not reached communities of color and communities with low incomes.
Our work at 1000 Friends carries a special responsibility to address equity, diversity, and inclusion because we deal with land and the land use planning system.

We think 1000 Friends must consider equity in the land use system while simultaneously working to accomplish our mission. We will work to achieve equity in the decisions that govern 1000 Friends and in the policies for which we advocate, and use equity as one of our core metrics for evaluating the effectiveness of our work.

**Purpose of position:**
To secure immediate and long-term funds for the organization by fulfilling the interests and passions of donors invested in the continued success of 1000 Friends of Oregon's mission by providing them with giving opportunities, encouraging them to invest in the growth and sustainability of the organization, and stewarding their gifts to ensure retention and increased involvement.

Do you love Oregon? Would you love to spend time traveling Oregon and meeting people who feel the same way? Are you a gifted fundraiser ready to connect passionate people to a meaningful cause that affects every Oregonian?

1000 Friends of Oregon is seeking a Major Gifts Officer to join our organization during a time of growth and innovation. For nearly 50 years, 1000 Friends has worked to maintain Oregon's unique and beautiful balance of working lands, wonderful communities, and wild places. In Oregon, we're lucky to have a smart, strong, statewide land use system to guide us. It's why things look and feel so different here, and what 1000 Friends was founded to uphold. No other nonprofit does what we do. Join us as we build our capacity for the next 50 years!

This new position will join our philanthropy team (which includes our Executive Director, who is also an accomplished fundraiser) to collectively and collaboratively meet the fundraising goals of our $1.75M annual fund, and to develop and execute a campaign for the growth of our core endowment and our Land Use Legal Defense Fund as we head toward our 50th Anniversary celebrations in 2023 and 2024.

**As our Major Gifts Officer, you will be responsible for:**
- Qualifying and managing, via Salesforce, a portfolio of up to 150 individual major donors and prospects in order to grow our McCall Society (donors making annual gifts of $1000 and above) and Legacy Club (for planned gifts)
- Creating individual engagement plans and giving goals for each donor based on giving history, relationship to 1000 Friends, and the organization's knowledge of the donor's giving potential
- Serving as our primary out–the–door fundraiser, building donor relationships through face–to–face cultivation, solicitation, and stewardship activity
- Co–planning a series of up to 6 major gifts cultivation and stewardship events (30–100 people) around the state in 2020, securing venues, sponsors, catering, etc.
• Collaborating with Executive Director and Development Director to plan and implement a multi-year capital campaign for growth of core endowment and Land Use Legal Defense Fund

• Working with the Executive Director and Development Director to develop unique giving opportunities in the context of current campaigns, and to identify any needed collateral

• Participating regularly in continuing education to stay informed about major gifts and planned giving best practices, and to put that knowledge into action with the philanthropy team

Qualifications:
• 3–5 years' experience securing 4- and 5-figure-minimum individual and business contributions through face-to-face solicitation strategies; experience with capital campaigns a plus

• Extensive experience with prospect research and moves management, and with planning and tracking work in a donor database; experience with Salesforce NPSP a plus

• Exceptional communication skills and proven ability to independently handle multiple projects with competing deadlines using digital project management tools; facility with both G Suite and Microsoft Office required

• Energetic team player who is driven by managing and cultivating relationships that result in passionate, transformative gifts to the organization while meeting internal goals outlined by the philanthropy team; fearless in the face of complexity

• Donor-centered fundraising philosophy and knowledge of the Donor Bill of Rights

• A heart for the mission of 1000 Friends of Oregon and a knack for engaging in meaningful conversations about housing, agriculture, transportation, forestry, and other elements of Oregon land use law

• Experience interacting directly with business and community leaders in order to gain financial support for nonprofit missions and programs

• Ability to create and maintain strong relationships with people from across the political spectrum and all walks of life

• Valid driver's license and availability to travel throughout Oregon up to 50% of the time, including occasional evenings and weekends
Our Investments in Our Team:
1000 Friends of Oregon offers competitive compensation, 100% employer-paid medical and dental, 403(b) retirement plans with employer matching for eligible employees, employer-paid short-term and long-term disability insurance, Employee Assistance Plan, flexible/family-friendly work schedules, generous paid vacation and sabbatical plan, and a collaborative work environment. We also provide professional development opportunities. As a result, you will find a culture that supports and inspires achievement and personal development.

How to Apply:
Please submit a cover letter, resume, and three professional references. In your cover letter, tell us how your professional experience has prepared you for this role and what the mission of 1000 Friends of Oregon means for you. Provide these materials as a single PDF document and email them to jobs@friends.org with “Major Gifts Officer” in the subject line. This position is open until filled.

1000 Friends is an Equal Opportunity Employer
Our commitment to diversity includes the recognition that our mission is best advanced by the leadership and contributions of men and women of diverse backgrounds, beliefs, and culture. Recruiting and mentoring staff to create an inclusive organization that reflects our character is a priority and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientation, gender identity, military, protected veteran status or other status protected by law.

The successful applicant must meet the requirements of 1000 Friends background screening process.