



### **Job Description: Major Gift Officer at Project Veritas**

Project Veritas, a non-profit news organization dedicated to promoting transparency and journalistic integrity, is seeking a highly motivated and results-driven Major Gift Officer to join our team. Reporting to the Chief Development Officer (CDO) and the Managing Director of Marketing and Development, the Major Gift Officer will play a crucial role in advancing our fundraising efforts and building strong relationships with high-level donors who share our commitment to truth and accountability.

#### Responsibilities:

1. Fundraising Strategy and Goal Achievement:
  - Collaborate with the Chief Development Officer & Development Associates to establish and attain fundraising objectives aligned with Project Veritas' mission and financial needs.
  - Develop and implement strategies to identify, cultivate, and solicit major gifts from existing and prospective high-level donors, with a focus on donations of \$25,000 or more.
2. Donor Engagement and Relationship Management:
  - Plan and organize face-to-face meetings between key Project Veritas personnel and high-level donors, ensuring a personalized and meaningful donor engagement experience.
  - Maintain a donor case-load, nurturing and stewarding relationships with assigned donors to encourage sustained support and deeper engagement with our organization.
3. Fundraising Events and Campaigns:
  - Collaborate with the Marketing/Events Director to coordinate and execute fundraising events that target mid and high-level donors.
  - Work with the Marketing Manager to strategize mid and high-level email and direct mail solicitations, leveraging compelling storytelling and impactful messaging to inspire giving.
4. Online Mid-Level Donor Follow-Up:
  - Develop a comprehensive follow-up plan for online mid-level donors who contribute \$1,000 and above, ensuring proper acknowledgment, appreciation, and continued engagement.

5. Resource Coordination:

- Collaborate with mid and high-level development associates to provide them with the necessary resources and support required to effectively cultivate and maintain strong donor relationships.

6. Communication and Collaboration:

- Interact with the Marketing and Communications teams to access development resources and ensure alignment of messaging and strategies to achieve fundraising objectives.

Requirements:

- Bachelor's degree in a related field or equivalent work experience.
- Proven track record of successful major gift fundraising in a non-profit setting, with experience soliciting and closing donations of \$25,000 and above.
- Excellent interpersonal and communication skills, with the ability to effectively engage and build relationships with high-level donors and internal stakeholders.
- Strong organizational skills, capable of managing multiple projects and priorities simultaneously.
- Knowledge and understanding of ethical fundraising practices and donor stewardship.
- Familiarity with the mission and goals of Project Veritas is highly desirable.

Join us in our mission to champion truth and transparency in the media landscape. If you are passionate about making a difference and have a demonstrated commitment to excellence in fundraising, we invite you to apply for the position of Major Gift Officer at Project Veritas.

*Project Veritas is a 501(c)(3) non-profit organization and an equal opportunity employer.*