

VP, Major & Planned Gifts-Hybrid

Full Time

Miami, FL, US

Salary Range: \$110,000-\$140,000 annually

Benefits (The Good Stuff)

- ***Exempt (Salary): 3 WKS+ Vacation Paid****
- ***12 Paid Holidays***
- ***12 PTO Paid Days***
- ***Competitive Health Benefits Package***
- ***Wellness Program Reimbursements up to \$50/month***
- ***Long Term Disability at NO COST***
- ***Life Insurance & AD&D 2X Annual Salary at NO COST***
- ***Employee Assistance Program***
- ***Retirement Plan UP TO 6% Employer Funding***
- ***Professional Development Opportunities***
- ***Free Monthly Transit Card***

**Vacation amounts may vary based on roles, schedules, and years of service*

Help us make a difference in our community. United, we are tackling complex issues and turning contributions into real change. We fight for equitable access to quality education, financial security, and the health of everyone in our community. Join our team and join us in the fight for a stronger Miami!

United Way Miami, Inc. is hiring for a **Vice President Major and Planned Gifts** to join our team. As **Vice President Major and Planned Gifts** is responsible for providing leadership, strategy, planning, and guidance for the comprehensive major gift fundraising efforts and day-to-day management for all major gift programs including planned giving and endowment building.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

- Manage all aspects of United Way's Major Gifts fundraising, Tocqueville Society Giving Community, Million Dollar Roundtable, and Planned Giving/Endowment initiatives including strategic planning, implementation, research and prospecting, solicitation process, stewarding, and donor relations.
- Provide strong, strategic leadership on all major gift and planned giving initiatives and set new, ambitious, but attainable goals, leading the major gifts team in efforts to significantly increase the numbers and size of major gifts.
- Create a strategy for reengaging lapsed major gift/Tocqueville Society donors, focusing on the Million Dollar Roundtable.
- Ensure goals set for Tocqueville Society membership, Major Gifts, and Planned Giving are reached or surpassed by identifying, cultivating, soliciting, and stewarding gifts and pledges from an active portfolio of key major gift prospects; maintaining and managing a personal portfolio of prospects at all times.

- Grow major gifts pipeline by working with internal partners to cultivate workplace campaign prospects and utilizing signature events for cultivation and acknowledgment opportunities.
- Guide teams in enhancing their portfolios and measuring their progress by implementing moves management protocols that track research, prospecting, and solicitation of individual major gift prospects.
- Oversee successful implementation of donor relations plan to include new benefits for Tocqueville Society members based on their level of giving, recognition, acknowledgment, event, travel, and other retention strategies.
- Create a standard process for stewarding major gifts from the onset of the solicitation.
- Supervise Tocqueville Society and Women of Tocqueville events strategy and execution to engage existing donors and secure new donors at the \$10,000 and above level.
- Manage planning of annual Tocqueville Society event, working with volunteer award selection team and UWM events team to execute event honoring donor with TS Award for Outstanding Philanthropy.
- Work with TS staff, marketing team, and business solutions team to create content for, design, produce, and deliver Red Book featuring top UWM donors.
- Provide vision and direction for building and launching a new Planned Giving/Endowment campaign. Lead staff, as appropriate, in securing legacy gifts from existing donors while creating a culture of legacy giving for new donors and prospects.
- Build mutually beneficial relationships with Professional Advisors Committee, providing them with educational opportunities to gain CFE credit while providing them information on UWM programs and services that they can share with their clients to secure major and planned gifts for UWM
- Raise dollars for key initiatives including the Center for Excellence in Early Education/Early Head Start partnership, Center for Financial Stability, and Mission United.
- Serves as a member of the UWM leadership team and actively participates in making strategic decisions, which advances the mission, vision, and short and long-term goals of UWM.
- Provide key support to the Senior Vice President of Development as required.
- Responsible for supervising subordinate employees, which includes training, developing, measuring performance, disciplining, and directing tasks. Has authority to hire, transfer, promote, compensate, or terminate subordinate employees or recommend such actions.

Education Requirements: Bachelor's degree required. Master's preferred or equivalent experience.

Experience Requirements: Five years of experience in individual fundraising.

Core Competency Requirements: **EXCELS AT CUSTOMER SERVICE** – Serves (treats) all customers (internal and external) with utmost respect and responsiveness to deepen relationships and advance UWMD's mission.

Technology Requirements: Internet Explorer, Word, Excel, Outlook, and Andar. Takes the responsibility to learn & use technology to increase one's own productivity and keeps technical skills up to date. Maintains accurate and current data files.

Other Essential Knowledge/Skills: Must be a results-driven self-starter; possess excellent oral and written communication skills with the ability to negotiate; ability to provide leadership and strategic perspective. Strong customer service, management, and development skills required; ability to engage in public speaking. The Spanish language is not a requirement but helpful.

Career growth: We encourage you to grow by providing formal and informal development programs, coaching, and on-the-job challenges. We want you to ask questions, take chances, and explore the possible.

UWM is an equal opportunity employer and a drug-free workplace, please visit our Career site homepage to view our EEO statement and Drug-Free policy.