

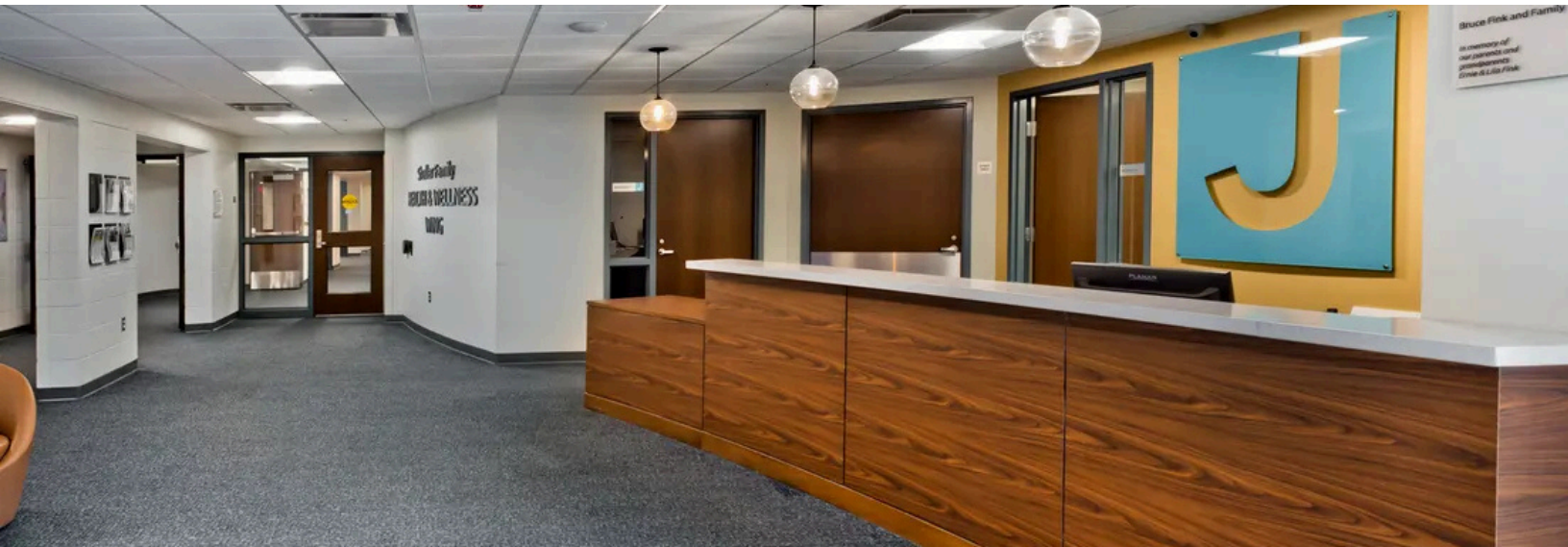


Major Gifts Officer

Minnesota JCC

Twin Cities, MN

Salary: \$90,000-\$110,000



The Organization

The Minnesota JCC was created on January 1, 2021, through the combination of the St. Paul JCC and the Sabes JCC in St. Louis Park (Minneapolis). The combination was driven by a shared desire to strengthen Jewish communal life, expand programming, increase operational sustainability, and better serve the Twin Cities Jewish community. The Minnesota JCC united the operations and programming of the St. Paul JCC and Sabes JCC into a single multi-campus organization, enhancing collaboration and community impact while preserving the unique histories, identities, and traditions of each location.

As part of the restructuring, the Minnesota JCC Foundation was established as a separate nonprofit entity whose sole purpose is to support the Minnesota JCC. The Foundation oversees the JCC's endowment and restricted funds and manages the organization's real estate assets, providing long-term financial stewardship and sustainable support for the Minnesota JCC's programs, services, and future generations.

The Position

The Major Gifts Officer is a key member of the Fund Development team, responsible for cultivating, stewarding, and expanding relationships with individuals, families, and organizations to secure philanthropic support for the Minnesota JCC, with a primary focus on gifts of \$10,000 and above. Working closely with the Chief Advancement Officer and Chief Executive Officer, the Major Gifts Officer will help strengthen a culture of philanthropy across the community, deepen donor engagement, expand the base of philanthropic support, and inspire meaningful investment in the JCC's mission.

This is an exciting opportunity to join the JCC during a period of significant growth and momentum. As the Minnesota JCC advances its vision for the future, it is strategically focused on growing annual fundraising efforts as well as establishing new named, restricted, and legacy funds that will sustain and strengthen the organization for generations to come. The Major Gifts Officer will play a pivotal role in this effort by partnering with donors to align their philanthropic goals with the JCC's priorities, helping shape the future philanthropic landscape of the Minnesota JCC while ensuring its long-term financial sustainability and community impact.

Major Gifts Fundraising

- Manage and grow a portfolio of high-capacity donors and prospects, advancing relationships through the fundraising pipeline and achieving annual targets for gift revenue.
- Develop and execute comprehensive solicitation strategies to secure major gifts in support of annual campaigns, capital and special initiatives, and planned giving opportunities.
- Educate donors on the difference between immediate-use philanthropy for current JCC operations and endowed or restricted giving through the Foundation, which provides long-term, sustainable support through annual distributions to the JCC.
- Conduct face-to-face donor solicitations and lead major gift conversations, partnering with senior leadership and key stakeholders as appropriate.
- Spend most time in active frontline fundraising, including individual donor meetings, personalized cultivation, direct solicitations, and stewardship conversations.
- Identify and maximize opportunities for philanthropic support by aligning organizational priorities with donors' interests and giving goals.

Donor Strategy & Stewardship

- Serve as the primary relationship manager for assigned donors and prospects, creating and implementing personalized engagement and cultivation strategies.
- Develop tailored donor proposals, campaign engagement opportunities, and meaningful stewardship plans that strengthen long-term relationships and increase philanthropic investment.
- Work with donors and families to identify meaningful giving vehicles, including tribute gifts to existing endowment funds, the creation of new named endowment funds, restricted gifts, planned gifts, and other legacy commitments that reflect donors' values and strengthen the JCC's future.
- Maintain regular communication with donors, demonstrating integrity, professionalism, empathy, and a commitment to exceptional donor care.
- Collaborate with organizational leadership to develop and refine compelling cases for support and ensure consistent donor-facing messaging.

Prospect Management & Reporting

- Track donor engagement activities, moves management strategies, and fundraising outcomes to ensure progress toward established goals.
- Maintain accurate donor records and fundraising reports within Blackbaud Raiser's Edge.
- Analyze portfolio performance and provide regular updates on fundraising activity, donor engagement, and revenue projections.

The ideal candidate for the Major Gifts Officer position possesses the following competencies:



Additional Qualifications

- Bachelor's degree required.
- Minimum of 5 years of progressive fundraising experience, with a demonstrated track record of cultivating, soliciting, and closing five- and six-figure major gifts.
- Significant frontline fundraising experience required, with most prior responsibilities dedicated to managing an individual donor portfolio, conducting 1:1 donor meetings, making direct solicitations, and closing major gifts.
- Experience with endowment, planned giving, legacy fundraising, or foundation-based philanthropy preferred, including the ability to explain how invested philanthropic assets generate annual support for an operating organization over time.
- Proven ability to meet and exceed fundraising goals and key performance metrics.
- Exceptional emotional intelligence, relationship-building skills, and active listening abilities, with the capacity to authentically communicate and inspire support for the JCC.
- Highly self-motivated and able to work independently while thriving in a fast-paced, dynamic, and mission-driven environment.
- Strong organizational and project management skills, with the ability to manage multiple priorities, meet deadlines, and adapt to changing circumstances.
- Demonstrated success partnering with volunteer leaders, board members, donors, and community stakeholders.
- Commitment to fostering inclusive, equitable, and welcoming communities.
- Passion for and alignment with the mission, values, and goals of the JCC.
- Proficiency in Microsoft Office Suite and related business applications.
- Excellent written, verbal, and interpersonal communication skills.
- Experience utilizing donor database and fundraising management systems; Blackbaud Raiser's Edge experience strongly preferred.
- Strong analytical, organizational, and problem-solving skills, with exceptional attention to detail.
- Demonstrated ability to exercise sound judgment, maintain confidentiality, and manage sensitive information with discretion.

Additional Qualifications (Cont.)

- Customer service-oriented mindset with a positive, proactive, and collaborative approach.
- Commitment to the highest standards of professionalism, integrity, and ethical fundraising practices.
- Knowledge of and appreciation for Jewish values, culture, and community life, with the ability to engage diverse stakeholders across the JCC community.

Compensation and Benefits

Salary

\$90,000-\$110,000

Benefits

The organization offers a comprehensive benefits package that includes insurance coverage, retirement contributions, paid time off, a complimentary family JCC membership, discounts on programs including preschool and camps, and additional perks.

EEOC Statement:

The MN JCC provides equal opportunity to employees and applicants for employment in accordance with applicable laws. Personnel decisions are made on the basis of merit and the needs of the organization. The MN JCC does not discriminate against any employee or applicant for employment because of race, color, creed, religion, national origin, sex, marital status, familial status, status with regard to public assistance, disability, genetic information, sexual orientation, age, military or veteran status, membership or activity in a local human rights commission, or any other status protected by law.

Timeline and Next Steps

If you are interested in this position, please click [here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all the qualifications outlined above. If you are selected to move forward for an initial screening call, we expect you to hear from us by November.

Recruitment Fraud Notice: DRG is the exclusive partner for this search. Legitimate communications will come directly from DRG using @drgconsulting.com email addresses or their LinkedIn profiles. If you are unsure whether a communication is authentic, please contact the consultant(s) listed in this posting.

Shanna Jadwin

Senior Consultant

sjadwin@drgconsulting.com

[Submit an application](#)