



## **Job Announcement**

### **Director of Philanthropy**

Georgia Public Broadcasting (GPB) is hiring a Director of Philanthropy to identify, cultivate, and build a robust portfolio of high-level gift prospects and donors that generate five- and six-figure gifts. The Director of Philanthropy works closely with a range of diverse, sophisticated donors, raising significant gifts to support GPB's annual operations and strategic capacity building fundraising campaign. The Director of Philanthropy will report to the Vice President of Development and Engagement. GPB is a statewide dual licensee comprised of 9 PBS television stations and 21 NPR radio stations that broadcast across the state of Georgia.

#### **Candidate Responsibilities:**

- Manage a portfolio of 125-150 individual donors, drawn from a mix of long-time donors and new prospects with high giving capacity. Continually refresh portfolio based on engagement history and wealth screening data. Steward existing major gifts portfolio through regular and ongoing communication with individuals for the purpose of strengthening and deepening their relationship with GPB.
- Create fundraising strategies for each person in the portfolio based on the donor's history of giving and the organization's knowledge of that donor's potential. Design and implement moves management strategies for high-net-worth donors.
- Conduct direct, face-to-face solicitations with major donors and prospects
- Plan and participate in major gift cultivation and stewardship events; Support other departmental fundraising, awareness, and donor activities.
- In consultation with Strategic Campaign Officer, identify and solicit individual gifts for GPB's Capacity Building Campaign
- Utilize Raiser's Edge to effectively and accurately manage leadership giving portfolio
- Attend regular meetings and functions as required.
- Adheres to the work schedule and expectations in a hybrid work environment that includes both in-person and remote.
- Performs additional or related duties as assigned or required.

#### **Candidate Qualifications:**

- Bachelor's degree required, Advanced degree preferred
- 10+ years of experience in fundraising, with a minimum of five years of sophisticated major gifts experience, with a proven track record of closing five- and six-figure gifts.
- Any equivalent combination of education, training, and experience which provides the requisite knowledge, skills, and abilities for this job.
- Excellent interpersonal and communication skills – high degree of exposure to the public.
- Microsoft Office and Blackbaud experience.
- Analytical ability, good judgement, and strong operational focus skills.
- Frequent local and statewide travel required.
- Ability to work a flexible schedule to include after 5pm, nights, weekends, and holidays.

**We Offer:** Paid holidays, vacation and sick leave, retirement plans; Pre-tax benefits for health, dental, vision, life, specified illness and accidental insurance; Health and childcare spending accounts; Disability insurance; and opportunities for training and professional development.

**To Apply:** Upload resume, cover letter, list of three references and applicant form on the GPB Job Center located at [www.gpb.org/jobs](http://www.gpb.org/jobs). ONLY Applications submitted through the GPB Job Center with a complete application, resume AND cover letter WILL BE ACCEPTED.

**Deadline to Apply: Open Until Filled**

Georgia Public Broadcasting is an Equal Opportunity Employer.
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