

## 412 FOOD RESCUE JOB POSTING

**TITLE:** Executive Director of Major and Planned Gifts  
**FLSA:** Exempt  
**Hours:** Full Time - 40 hours per week  
**Salary:** \$78,000-\$83,0000

### **Summary**

A Pittsburgh Technology Council Tech 50 winner for Company Culture, 412 Food Rescue, is leveraging technology to solve last-mile food recovery challenges through our groundbreaking Food Rescue Hero app, which has mobilized over 56,000 volunteer drivers. We're seeking a dynamic Executive Director of Major and Planned Gifts to join our innovative team and help scale our impact. In this hybrid role, you'll engage philanthropic leaders passionate about food security and sustainability, building transformational relationships with those who share our vision of a world without food waste and hunger. As a key member of our advancement team, you'll drive our ambitious growth strategy through major and planned gifts, helping us expand our innovative food recovery technology and logistics model that has been recognized by Fast Company, .ORG, and Stanford Social Innovation Review.

### **Position Overview**

The Executive Director of Major and Planned Gifts will lead 412 Food Rescue's efforts to secure leadership gifts from individuals with the establishment of a formalized major and planned giving program. This will include all aspects of the major gift plan, including research and identification of prospects; cultivation and relationship management of the portfolio; proposal development and solicitation; and ongoing stewardship of donors, primarily in the greater Pittsburgh area. Reporting to the Vice President for Advancement, this newly created leadership position will play a crucial role in expanding our donor base and ensuring long-term financial sustainability for our innovative food recovery and distribution programs.

### **Primary Responsibilities**

#### **Strategic Leadership (30%)**

- Develop and implement comprehensive strategies for major and planned giving programs.
- Collaborate with the CEO and Board of Directors to identify and pursue high-impact funding opportunities.
- Lead portfolio analysis, prospect research, and donor stewardship strategies.

#### **Major Gift Development (40%)**

- Manage a portfolio of 100-125 major gift prospects and donors.
- Secure gifts of \$10,000 and above through cultivation, solicitation, and stewardship.
- Partner with program staff to align donor opportunities with organizational needs.

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### **Planned Giving Program Management (20%)**

- Build and grow a comprehensive planned giving program.
- Develop marketing materials and collaborate with donors and advisors on complex gifts.

### **Team Leadership & Collaboration (10%)**

- Partner with marketing and development team members to enhance donor communications.
- Represent 412 Food Rescue at high-level donor events and in the community.

### **You're a Good Fit If You:**

- Have a proven track record of closing major gifts of \$10,000+ and experience with planned giving vehicles.
- Possess strong relationship-building skills and a passion for connecting donors with impactful causes.
- Are a strategic thinker with experience in nonprofit fundraising and managing donor portfolios.
- Thrive in a collaborative, innovative, and mission-driven environment.

### **Working Conditions:**

This full-time, hybrid role offers flexibility, combining remote work with regular time at our Pittsburgh office and in the field. Local travel for donor meetings is required (approximately 25%), along with occasional evening and weekend donor events.

### **Why It's Great to Work for 412 Food Rescue:**

- Competitive salary commensurate with experience
- Flexible work arrangements
- Comprehensive health, dental, and vision insurance
- 403(b) retirement plan with employer match
- Generous PTO and paid holidays
- Professional development opportunities
- Cell phone and mileage reimbursement

We value diversity, equity, inclusion and belonging and are encouraging applications from veterans; people of color; those who identify as women, non-binary, Two-spirit, or gender queer; and people who are LGBTQ+.

### **To Apply**

A full job description can be found [here](#). Qualified candidates should submit a resume, cover letter, and three professional references to [danielledewitt@412foodrescue.org](mailto:danielledewitt@412foodrescue.org) by December 6, 2024. Please include "Executive Director of Major and Planned Gifts" in the subject line. Applications will be reviewed on a rolling basis until the position is filled.