



# Major Gifts Officer

**Department:** Advancement

**Status:** Full-Time

**Reports To:** Vice President of Advancement

**Salary Range:** \$78,000 - \$85,000

**Location:** Hybrid (Pittsburgh, PA region)

## Position Summary

412 Food Rescue is seeking a dynamic and relationship-driven **Major Gifts Officer** to help grow philanthropic support for our mission to prevent food waste and fight hunger. This role will manage a portfolio of major donors and prospects, focusing on gifts of \$10,000 and above, including spearheading a Planned Giving campaign, while developing strong relationships that lead to sustained and increased giving.

Reporting to the Vice President of Advancement, the Major Gifts Officer will collaborate closely with the CEO, Advancement team, and Board of Directors to cultivate, solicit, and steward major donors in the greater Pittsburgh region. The role will also support the CEO and the VP of Advancement in strengthening board engagement in fundraising and fostering a culture of philanthropy among board members.

This is an exciting opportunity for a fundraising professional who is passionate about building relationships and helping grow a mission-driven organization.

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## Key Responsibilities

### Major Gift Fundraising

- Manage and grow a portfolio of major donors and prospects.
- Cultivate, solicit, and steward gifts of \$10,000 and above.
- Develop compelling donor proposals, impact reports, and stewardship plans.
- Identify and qualify new major gift prospects.

### Strategic Fundraising

- Support the growth of sustainable major gifts, and develop and execute a planned giving campaign.
- Use donor insights and data to guide engagement strategies and fundraising goals.

- Partner with program and marketing teams to align donor interests with organizational priorities.

### **Board Engagement & Philanthropic Culture**

- Support the CEO & the VP of Advancement in strengthening board participation in fundraising.
- Help foster a culture of philanthropy among board members.
- Provide tools and support to help board members engage with prospective donors.

### **Collaboration & Representation**

- Work closely with the Advancement and Marketing consultants on donor communications.
  - Represent 412 Food Rescue at donor meetings, events, and community engagements.
  - Maintain accurate donor records and engagement strategies.
  - Other duties as assigned.
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## **Qualifications**

- 5+ years of nonprofit fundraising experience.
  - Bachelor's degree (required); Master's degree or Certified Fund Raising Executive (CFRE) certification is preferred.
  - Proven track record of securing major gifts (\$10,000+) and Planned Giving experience preferred.
  - Strong relationship-building and communication skills.
  - Experience with donor databases and fundraising CRM systems.
  - Familiarity with the Pittsburgh philanthropic community is a plus.
  - Interest in food security, sustainability, or social impact work.
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## **Working Conditions**

- Hybrid work environment (office, remote, and community meetings).
  - Approximately **25% local travel** for donor meetings and events.
  - Occasional evening or weekend events.
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## **About 412 Food Rescue**

412 Food Rescue swiftly rescues fresh surplus food and delivers it where it's needed most, leveraging people-powered technology and strong community partnerships to tackle both food insecurity and climate change. Through our technology platform, **Food Rescue Hero**, and thousands of volunteer drivers, we have rescued millions of pounds of food and delivered it to communities where people have limited access to food. Our model combines technology, logistics, and community engagement to create scalable solutions to food waste and hunger.

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## **Equal Opportunity Employer**

412 Food Rescue is an equal opportunity employer and welcomes applicants from all backgrounds.

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## **To Apply**

Please send a cover letter and resume to [gil@412FoodRescue.org](mailto:gil@412FoodRescue.org).