



<b>Organization:</b>	<b>The Atlanta Humane Society</b>
<b>Job Title:</b>	<b>Vice President of Major Giving</b>
<b>Department:</b>	Community Engagement
<b>Reports To:</b>	Senior Vice President and Chief Innovation Officer
<b>Status:</b>	Full-Time/Exempt
<b>Location:</b>	Hybrid/1551 Perry Blvd NW, Atlanta, GA 30318
<b>Salary:</b>	\$135,000 - \$170,000

JOB DESCRIPTION (SUMMARY)

The Atlanta Humane Society recently celebrated 150 years of service to the greater Atlanta community helping keep pets and people together. The Vice President of Major Giving (VPMG) works closely with the Atlanta Humane senior leadership and philanthropy team creating and executing strategic plans for major giving and planned giving. Increasing major and planned gifts is essential to strongly support the organization’s mission, vision, and growth goals. The VPMG is responsible for the direct supervision of two major giving officers and managing the major giving (individual donations \$10,000+) work plan to meet or exceed both annual and multi-year strategic fundraising goals. Opportunity to also potentially structure and lead a silent phase of a significant endowment campaign as well as support a pending statewide fundraising program. Responsibilities include maintaining a personal portfolio for direct major gifts solicitations, overseeing major donor cultivation and engagement, designing creative stewardship experiences, growing year over year, \$10,000+ individual giving and collaborating with donors and financial advisors on expectancies and estate gifts. An elevated level of sophistication working with high-net-worth individuals, professional finesse, tact, quality control, and rigorous oversight on all projects and processes is required.

THE OPPORTUNITY

The newly created role of Vice President of Major Giving presents an exciting opportunity for a forward-thinking, strategic leader to contribute to Atlanta Humane’s best-in-class development program. Overseeing Atlanta Humane’s major gifts and gift planning programs, the VPMG will lead a talented team to strengthen donor engagement and build a robust prospect pipeline.

The VPMG will work closely with colleagues in community engagement and annual giving to drive key initiatives and increase levels of integrated philanthropic support across the organization that advance fundraising priorities. In this role, the VPMG will have a unique chance to shape the future endowment fund and gift planning strategy with a highly capable team and develop new approaches to engage major donors. This is an extraordinary, once-in-a-lifetime opportunity to contribute to Atlanta Humane’s legacy and elevate its fundraising success through innovative leadership, data-driven decisions, and strategic planning.



DUTIES & RESPONSIBILITIES:

- Lead, develop and manage annual major gifts fundraising plans including timeline, KPIs and metrics to support the goals of the strategic plan
- Continue creative planned giving marketing and significantly grow year over year participation in Legacy Circle of planned giving expectancies
- Provides strategic thinking, planning, and leadership to promote, grow, and support major gifts (President's Circle \$10,000+) fundraising and other development functions including donor cultivation, effective solicitation and fostering ongoing donor relationships
- Responsible for focused and assertive pipeline growth of major giving prospects
- Facilitate work plan with development team on a bi-weekly basis
- Evaluate each aspect of the major gifts fundraising program(s) for effectiveness and growth opportunity and adjust strategy/work as needed to remain on track for goal achievement
- Oversee confidential prospect research and analysis on key donors including biographical, philanthropic, professional, and personal financial information
- Maintain awareness and analysis of philanthropic trends in the Metro Atlanta community and within the animal welfare industry to generate long and short-range goals for major gift fundraising
- Ensure compliance and accountability standards for donors and funding sources are maintained
- Manage preparation and oversight of major and planned giving budget
- Working closely with the marketing team, implement donor communication and fundraising initiatives to positively influence individual giving renewal rate, upgrades, average gift size, and frequency of gifts
- Continued stewardship of Capital Campaign donors
- Generate and analyze donor reports
- Help create a culture of philanthropy across the organization
- Develop talented team members; promote professional development and goal setting of direct reports through 1:1 meetings and through an annual performance review
- Foster a highly collaborative and effective team through direct management, guidance, and positive, timely communication
- Other duties as assigned

QUALIFICATIONS & SKILLS:

- Proven 8-10 years of progressive major gifts (\$10,000+) fundraising experience with demonstrated achievement meeting or exceeding established annual goals
- Management experience of a development team
- Entrepreneurial innovative spirit preferred with experience analyzing and improving programs

EDUCATION:

- Bachelor's degree or equivalent professional experience

RECRUITMENT PROCESS:

To submit an application for this position, submit your resume and cover letter to <https://ourfundraisingsearch.welcomekit.co/>

No phone calls or visits, please. If you have application questions, please email them to [ourfundraisingsearch@gmail.com](mailto:ourfundraisingsearch@gmail.com).



#### ORGANIZATION DESCRIPTION

The Atlanta Humane Society is a no-kill shelter providing sheltering and adoption, veterinary care, and community outreach to the Atlanta Metro. As one of the oldest nonprofits in Atlanta, Georgia, we have cared for our community and animals for over 150 years. We believe the relationship between humans and animals has profound significance. With a heart for better lives, we connect homeless animals with good homes, provide neglected animals with safe spaces, and uplift our community by instilling compassion.

Atlanta Humane Society is a national leader in animal welfare recognized for innovation, thought leadership, and commitment to excellence. Atlanta Humane is proud to have expanded the scope and impact of a traditional animal shelter with the bold goal of keeping pets and people together. At Atlanta Humane, innovative initiatives such as the Pets in Crisis Support Program (launched and supported by major donors including The Gary W. Rollins Foundation) help pet owners facing temporary challenges with domestic violence, evictions, or emergency hospitalization have access to temporary fostering solutions instead of surrendering their beloved pet.

Atlanta Humane is headquartered on the new 5-acre campus of the Arthur M. Blank Family Animal Center in the vibrant Westside of Atlanta, Georgia. Atlanta Metro is one of the fastest-growing cities, with 6.3 million people. Atlanta is diverse and welcoming, with world-class healthcare, educational institutions, sports teams, arts, and culture.

#### Nondiscrimination Policy

AHS is an equal opportunity employer and complies with all applicable federal, state and local fair employment practice laws. AHS strictly prohibits and does not tolerate discrimination against employees, applicants or any other covered persons because of race, color, religion, creed, national origin or ancestry, ethnicity, sex, gender, gender identity, age, physical or mental disability, citizenship, past, current or prospective service in the uniformed services, genetic information, or any other characteristic protected under applicable federal, state or local law.

All AHS employees, other workers and representatives are prohibited from engaging in unlawful discrimination. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, training, promotion, discipline, compensation, benefits and termination of employment.

The welfare and safety of pets in our community is at the heart of what we do. We work in all realms of pet care to share resources with our community. Our organization will reflect the rich diversity of the community we serve while cultivating an inclusive work environment. We will be deliberate in our efforts to build a unified society where all individuals – people and animals – are valued.