

Major Gifts Officer

Job Summary: The Major Gift Officer manages the fundraising efforts within specific School of Medicine departments. This position will be responsible for the planning, development, and execution of fundraising strategies and prospect development, cultivation, and solicitation. The Major Gifts Officer will successfully manage a portfolio of major donors and prospects capable of giving \$25,000 or more. This position reports to the Foundation President and works closely with the LSU Health Leadership and in particular department heads.

Specific Responsibilities:

- Assist LSU Health and Foundation Leadership with the creation of strategic advancement initiatives and priorities
- Partner with department heads to identify department fundraising opportunities within strategic initiatives and priorities
- Identify, cultivate, solicit, and steward contributions through personal calls and visits
- Establish and continually update a list of prospects to be used as a solicitation portfolio
- Manage a portfolio of 150 major gift prospects (\$25,000+) with a focus on those with potential of \$100K+
- Develop proposals and coordinate fundraising efforts primarily with department heads
- Direct prospect research requests and provide information to interested parties
- Identify, recommend, and attend programming activities involving LSU Health and Departmental Leadership
- Develop appropriate stewardship activities within assigned departments
- Coordinate with the Annual Fund Manager to ensure direct mail and entry level solicitations support the efforts of major gift engagement.
- Facilitate development educational opportunities for department heads and faculty

Qualifications:

- Bachelor's Degree
- Experience in major gift solicitation, preferably with academic medicine or higher education
- Demonstrated communication skills, including persuasive writing
- Ability to understand the needs and interests of senior leadership and prospects in order to develop relationships between them and the medical school
- Must possess excellent interpersonal skills
- Demonstrated record of completing assignments and meeting fundraising goals

Interested candidates may send resumes to:

Kevin Flood
President and CEO
LSU Health Sciences Foundation
Shreveport, LA
kflood@lsuhsfoundation.org