

Regional Major Gifts Officer in Potomac Division

The Salvation Army Potomac Division has an opening for a “**Regional Resource Development Director**” in Central, Western, & Northern Maryland.

The Salvation Army operates in communities across the United States. We are committed to meeting human needs wherever we can by providing food distribution, disaster relief, rehabilitation centers, anti-human trafficking efforts, housing for homeless, basic needs assistance, children’s programs, and many other programs.

This fundraising development position will:

- Raise funds to enable the Mission of The Salvation Army by aggressively developing and nurturing current and prospective donors including individuals, foundations, and corporations.
- Respond to inquiries and communicate with donors, advisory organization members, Salvation Army staff and Officers
- Be responsible for designing, revising, and implementing a giving plan for every donor in their portfolio in order to reach an annual production goal
- Research and write grant applications for funding
- **Travels often** to meet with donors throughout “Central, Western, & Northern Maryland” to include Central Maryland Area Command, Baltimore, MD (Havre de Grace, Middle River, Hampden, Baltimore Temple); Frederick, MD; Hagerstown, MD; Martinsburg, WV.

The successful Major Gifts candidate will have:

- Bachelor’s degree from an accredited college or university is required preferably in a related field **And** Three years’ experience performing related fundraising, marketing and/or sales work is required with major gift fund-raising experience preferred.
- Ability to research, solicit, and secure funds from individual, corporate, and foundation relationships
- Excellent communication skills
- Experience developing relationships with the expressed purpose of causing a prescribed action outcome
- Ability to maintain accurate and up-to-date donor records (salesforce, donor perfect or any CRM)
- Ideal candidate to reside in/around the Baltimore, MD area

The Salvation Army recognizes that peace of mind is important to our employees and their families. Because of this, we offer a competitive salary, use of a TSA vehicle, home office set up, (computer, cell phone), health, dental and life insurance coverage, retirement, professional development, training, reimbursed travel expenses, and paid time off!

For consideration, please send a cover letter and resume to: search2@carrassessment.com.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

Candidates should recognize that The Salvation Army is a Church and agree that they will do nothing as an employee of The Salvation Army to undermine its religious mission.

Equal Opportunity Employer Minorities/Women/Veterans/Disabled

Bona-fide Occupational Qualification (BFOQ):

This position requires an active Christian faith in harmony with Salvation Army doctrine and practice.