

The Nature Conservancy

Major Gifts Manager

Position Number: 53583

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Who We Are:

The Nature Conservancy (TNC) is a global conservation organization dedicated to conserving the lands and waters on which all life depends. Working in 76 countries and territories, including all 50 U.S. states, we use a collaborative approach that engages local communities, governments, the private sector, and other partners. To learn more, visit www.nature.org.

Grounded in our mission and guided by our values — which include a commitment to diversity and a respect for people, communities, and cultures — we at TNC can only achieve our mission with a workforce that reflects the communities in which we work. We strive to cultivate an inclusive work environment in which all our colleagues around the world feel safe, welcome, and valued for their unique talents and contributions. TNC's Michigan Chapter offers competitive compensation, excellent benefits, a 401 (k) retirement plan with employer matching contribution for eligible employees, and a collaborative and dynamic work environment. Whether it's career development, work/life balance, or a rewarding mission, there are lots of reasons to love life at TNC.

What We Can Achieve Together:

Our development team at The Nature Conservancy plays a critical role in achieving our mission to protect the lands and waters on which all life depends. This position would be joining a dynamic team, playing a vital in-house development operations role that focuses on building and managing an effective successful relationship management and moves management systems. This is not an out-the-door fundraising position but is instead focused on driving the behind-the-scenes major gifts fundraising processes and facilitating team support and accountability to meet fundraising goals.

The Major Gifts Manager (MGM) will work as part of the Ohio and Michigan development programs, with the goal of increasing overall fundraising activity for TNC. The MGM will use proactive, efficient systems that keep the development team focused on successful relationship management and a clear donor focus. The primary responsibility of the Major Gifts Manager is to drive the major gifts fundraising process with an emphasis on building and effectively managing the donor portfolios and facilitating team support and accountability to meet fundraising goals.

If you're looking for a career where you can find meaning and purpose, and have experience coordinating projects, collaborating across teams, and analyzing data, look no further!! Not only will you fulfill conservation objectives among the beautiful lands of Michigan and Ohio, but you'll contribute to conservation goals through many networks!

Location is flexible and Michigan residence is preferred, hybrid work location arrangements are available. The compensation range for this position begins at \$64,000 and is commensurate with skills and experience.

What You'll Bring:

- Bachelor's degree and 3 years related experience or equivalent combination.
- Experience coordinating projects.
- Experience generating reports and analyzing and interpreting data.
- Experience with current technology in relevant field.
- Experience working across departments.
- Experience, coursework, or other training in principles and practices of relevant field.

How To Apply:

See full job description and apply with cover letter and resume at www.nature.org/careers. Search for Job ID 53583 Deadline to apply is 11:59PM EST, July 7th, 2023

The Nature Conservancy is an Equal Opportunity Employer.

Our commitment to diversity includes the recognition that our conservation mission is best advanced by the leadership and contributions of people of all genders, diverse backgrounds, beliefs, and culture. Recruiting and mentoring staff to create an inclusive organization that reflects our global character is a priority, and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientation, gender identity, military, protected veteran status or other status protected by law.