

# EMPOWER WITH EVIDENCE



**Senior Major Gifts Officer  
Washington, DC**



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## How We Respond

### ADVANCING SCIENCE, ENGINEERING, AND INNOVATION THROUGHOUT THE WORLD FOR THE BENEFIT OF ALL PEOPLE

To fulfill this mission, the American Association for the Advancement of Science (AAAS) Board has set the following broad goals:

- ❖ Enhance communication among scientists, engineers, and the public;
- ❖ Promote and defend the integrity of science and its use;
- ❖ Strengthen support for the science and technology enterprise;
- ❖ Provide a voice for science on societal issues;
- ❖ Promote the responsible use of science in public policy;
- ❖ Strengthen and diversify the science and technology workforce;
- ❖ Foster education in science and technology for everyone;
- ❖ Increase public engagement with science and technology; and
- ❖ Advance international cooperation in science.

#### HISTORY OF AAAS

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The formation of AAAS in 1848 marked the emergence of a national scientific community in the United States. While science was part of the American scene from the nation's early days, its practitioners remained few in number and scattered geographically and among disciplines. AAAS was the first permanent organization formed to promote the development of science and engineering at the national level and to represent the interests of all its disciplines.

Today, AAAS is the world's largest multi-disciplinary scientific society, with nearly 120,000 individual members in over 91 countries, and a leading publisher of cutting-edge research through our Science family of journals. We strive to promote and defend the integrity of science and its use, provide a voice for science on societal issues and strengthen and diversify the science and technology workforce.

Membership is open to anyone who shares our goals and belief that science, technology, engineering, and mathematics can help solve many of the pressing challenges the world faces today. Participants in AAAS meetings and activities held in cities across the country represent a who's who of science.



## The Opportunity

The American Association for the Advancement of Science (AAAS) is seeking an experienced Senior Major Gifts Officer to join its growing philanthropy team. There is an urgency for AAAS to take their efforts to the next level, and against this backdrop, the board and executive leadership have made philanthropy and strategic partnerships a growing priority. In this role, you will join our dedicated Office of Philanthropy and Strategic Partnerships team, reporting to the Director of Individual Philanthropy, and will play a key role in building relationships with AAAS members, Fellows, and other leaders in the science and philanthropy communities to secure unrestricted and programmatic funding. Specific responsibilities include:

### Duties and Responsibilities

- ❖ Lead prospective and existing donors through all aspects of the gift cycle, including identifying, qualifying, and initiating contact with potential leadership and major gift donors; developing appropriate cultivation strategies; moving potential donors toward solicitation and closure.
- ❖ Manage a portfolio of approximately 100 prospects and donors, with a focus on soliciting gifts of \$25,000 and higher for both unrestricted and program support.
- ❖ Travel both regionally and nationally to complete a target number of prospect/donor visits and solicitations each year.
- ❖ Work collaboratively with colleagues on major gift activities germane to their subject area or department; participate in and support the fundraising efforts of program staff and help to instill an organizational culture of philanthropy.
- ❖ Help prepare the Director of Individual Philanthropy, CEO, board and other senior leadership for prospect meetings, including the creation of tailored strategy, talking points and cultivation materials.
- ❖ Develop content for various types of donor engagements and contribute to organizational communications as needed, ensuring high quality, readability, and consistent voice in the materials.
- ❖ Support the development and execution of giving society recognition opportunities and stewardship activities.
- ❖ Organize, in partnership with other philanthropy staff, small- and medium-scale events to cultivate and recognize donors.
- ❖ Track solicitation amounts, anticipated gifts, pledges, and income, and provide regular revenue and cash flow updates on projections versus results.
- ❖ Utilizing the moves management method, record individual components of donor cultivation, donor solicitation and constituent communications, donor stewardship, and track revenue pipeline in Raiser's Edge NXT.



## The Candidate

The Senior Major Gifts Officer position is a dynamic opportunity for a seasoned fundraising professional who is passionate about advancing science to drive impact at a national organization at the forefront of change. Key qualifications include:

### Background

- ❖ 8-10 years of non-profit fundraising experience, with the demonstrated ability to grow a program.
- ❖ A minimum of 5 years of experience soliciting and securing five- and six-figure gifts from individual donors and cultivating/stewarding individual relationships.
- ❖ Bachelor's degree required.

### Skills and Experience

- ❖ Experience carrying a prospect portfolio and ability to strategize to meet financial goals.
- ❖ Strong interpersonal, oral, and written communication skills and attention to detail.
- ❖ Proficiency with Raiser's Edge.
- ❖ Ability to work independently, prioritize, multi-task, and meet deadlines without extensive back-office support.
- ❖ Ability to travel 50% of the time (given autonomy to determine your own travel schedule).
- ❖ Familiarity with fundraising best practices, standards, and ethics.
- ❖ Must understand and support the mission of AAAS.





AMERICAN ASSOCIATION FOR  
THE ADVANCEMENT OF SCIENCE

To apply, please visit <https://driconsulting.com/position/senior-major-gifts-officer>

Consultant: Benny Goldman - 703-718-4772  
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All first-round interviews for this position will take place via telephone/video conference.

DRi is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

AAAS is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sexual orientation, gender, gender identity, national origin, age, disability, veteran status, or other protected category. AAAS uses E-Verify to confirm the employment eligibility of all newly hired employees. No visa sponsorship is available for this position.



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