Hybrid - Remote Role

Supervisor Individual Family Giving

Position Highlights:
- The Individual and Family Giving (IFG) Supervisor reports to the Director of IFG and works closely with them to implement plans to maximize philanthropic revenues from individual and family foundation sources benefitting their assigned disease sites as well as supporting institutional priorities. They will be expected to successfully manage their own portfolio of individual donors and prospects while motivating, guiding and strategically leading at least one direct report who also carries a portfolio.
- The IFG Supervisor will be the Foundation’s liaison to specifically assigned disease-site Chairpersons, faculty and staff, with the ultimate goal of revenue growth through maximized philanthropy. Will be entrenched in the efforts of assigned disease-sites and be the Foundation’s expert, expected to disseminate knowledge to donors, prospects, colleagues and others.
- They will be accountable for developing and maintaining a strong multiyear pipeline of solicitations which contains a roadmap for current financial projections, and track progress and course correct when necessary.
- They will work with the Director to implement strategic plans to increase philanthropy in the Tampa Bay community and beyond. They will help to significantly grow Moffitt's donor base from all constituent areas.
- They will bring a depth of knowledge around best practices to the role and manage all aspects of the cultivation and solicitation cycle. They will be a positive, unifying and professionally mature member of the team, who is action and goal oriented with a strong understanding of how to lead in a complex decentralized organization.

Select Responsibilities:
- Lead and motivate a team of at least one direct report to meet ambitious revenue goals. Work with IFG Director to develop and implement goals, metrics and performance measures and devise strategies and tactics enabling themselves and direct report(s) to meet and exceed them.
- In concert with Foundation leadership, establish and grow important relationships with Moffitt leadership, and continue efforts to develop and strengthen the already-established grateful patient fundraising program.
- Establish himself/herself as a strong and effective liaison to assigned disease-sites with the expectation of raising dollars for department goals as well as the organization’s priorities. Will be entrenched in the efforts of assigned disease area and be the Foundation’s expert, disseminating knowledge to donors, prospects and colleagues.
- Develop and manage own portfolio of prospects and donors and guide direct report(s) to do the same.
- Lead the efficient conceptualizing, writing and completion of proposals for gift opportunities in assigned disease-sites. Ensure appropriate consultation
and clearance of proposal content, and lead the development of a proposal library for assigned disease-sites.

- Work effectively with other Foundation Programs and Teams specifically: Donor Relations, Gift Administration, and Research and Prospect Management to maximize their own team's performance, and ensure that donor and prospect relationships are strengthened.
- Work effectively with the President of the Foundation, AVP, Director, physicians, researchers and Center leaders to develop trusting relationships and regular connection.
- Manage up well, with timely communication and involvement of Director and AVP in key decision making.

**Baseline Credentials and Qualifications:**

- Bachelor’s Degree
- Minimum of 6 years in individual major and leadership gift (6 and 7 figure) fundraising, with progressive responsibilities in a Healthcare or Higher Ed organization.
- Minimum of 1 year direct management and/or lead project management experience.
- Possess the ability to: manage and plan all aspects of an effective fundraising performance; mentor and motivate a direct report or multiple direct reports; be a good decision maker and communicator; and, develop workable strategies to meet goals.
- Proven track record of initiating, cultivating and closing major and leadership gifts on a consistent basis.
- Deep understanding of the fundraising cycle including identification, qualification, cultivation, solicitation and stewardship and managing a large portfolio of prospects at differing stages in this cycle.
- Technical experience in database and system tools, specifically Raiser's Edge.
- Commitment to building a strong culture of philanthropy throughout the organization, with tact and diplomacy.

**Preferred:**

- Master’s degree
- Experience in Raiser’s Edge or similar CRM database platform

Interested Candidates, please apply here!!

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**Contact:**

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