

Thursday, February 1, 2018

## Major Gifts Officer

Company: Jacob's Pillow Dance Festival

Location: Becket, MA

Compensation: Salary commensurate with experience.

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Jacob's Pillow has an exciting opportunity for an energetic, creative, high-performing professional to join its Development team as Major Gifts Officer, responsible for managing a portfolio of approximately 175-200 donors and prospects. This position will be based in New York City with travel within the New York- metropolitan area as well as New England and offer residence on the Pillow campus during the 10-week Summer Festival. The Major Gifts Officer is responsible for cultivating and stewarding assigned prospects, as well as research to identify new ones, and will travel frequently to engage and solicit a variety of donors. As needed, the Major Gifts Officer will support the Director of Development, Director, and board leadership in their fundraising efforts and goals. In addition, s/he will also help to plan and execute events focused on the Pillow's strategic donor initiatives and on expanding a culture of philanthropy.

### REQUIRED QUALIFICATIONS

- Passion for dance and /or the arts.
- Bachelor's degree or equivalent academic experience.
- Minimum five (5) to seven (7) years fundraising experience and track record of success with individual prospects.
- Excellent verbal and written communication skills.
- Superior interpersonal skills; genuine interest in people and their personal stories.
- Ability to travel.

Please visit [jacobspillow.org](http://jacobspillow.org) for complete job description.

### TO APPLY

Send cover letter, resume, and three references to Alex Groff, Director of Development, [agroff@jacobspillow.org](mailto:agroff@jacobspillow.org) with "Major Gifts Officer" in the subject line.

Jacob's Pillow Dance Festival  
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[jacobspillow.org](http://jacobspillow.org)

For more information:  
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