DIRECTOR OF MAJOR GIFTS



NATIONAL ABILITY CENTER

Park City, Utah

DRi Waterstone
HUMAN CAPITAL

NATIONAL ABILITY CENTER

Who we are, what we do

The National Ability Center (NAC) empowers individuals with disabilities by building self-esteem, confidence, and lifetime skills through sport, recreation, and educational programs. As a leader in adaptive recreation and outdoor adventures, all who engage with NAC rally around the belief that our differences make us stronger, and that recreating together can change our world.

By including family and friends in programming, NAC reinforces relationships and builds support systems that extend well beyond the initial program experience. NAC draws on decades of experience with people of all abilities, specialized equipment and teaching methods, a passionate team of full-time staff and seasonal instructors, and over 1,000 volunteers. Locations include Park City and Moab, Utah.

OUR DIFFERENCES MAKE US STRONGER



NAC AT A GLANCE

300,000+
individuals and families served since 1985

6,200+
participants empowered each year

34,000+
experiences and lessons each year

Programs & Reach

- 20+ adaptive programs offered year-round.
- Locations in Park City and Moab, Utah.
- 30 Winter Paralympians trained.
- 30% of participants are military members and veterans.

Volunteer Power

- 1,000+ dedicated volunteers each season.
- 12,000 volunteer hours contributed annually.
- Supported by full-time staff and seasonal instructors.

Accessibility Matters

- $6.7M+ in program subsidies and scholarships provided annually.
- Removes economic barriers so individuals, families, and groups facing financial hardship can participate.

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Building on Real Momentum

The National Ability Center is growing fast. Over the past two years, successful fundraising and strategic partnerships have significantly increased NAC's budget. The new Director of Major Gifts will build on that success and help shape the next stage of growth for one of the country's leading adaptive recreation organizations.

The role starts with a real advantage. NAC has a core group of dedicated donors in and around Park City who are committed to the mission, closely connected to the organization, and able to give more. The Director will take over established relationships and deepen them through thoughtful, personalized stewardship, while thoughtfully expanding the pipeline of new major donors.

A strong base, real capacity, and room to grow.

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Director of Major Gifts

Working closely with the CEO and VP of Development & Events, the Director of Major Gifts will lead the identification, cultivation, solicitation, and stewardship of major donors to secure significant philanthropic investment in NAC's mission.

The ideal candidate brings a proven track record of closing gifts of $50,000 and above, along with the strategic vision to build long-term donor relationships that lead to sustained engagement and increased giving. The Director will also oversee donor research, donor recognition, database management, and the other actions needed to meet ambitious revenue goals.

Key Responsibilities

DONOR STEWARDSHIP & GROWTH

- Steward and grow NAC's core group of Park City–area donors through personalized, year-round engagement that increases their investment and long-term commitment.
- Develop relationships with individual donors to grow immediate, multi-year, and planned gifts.
- Design memorable experiences that show NAC's impact firsthand: program tours, ski days, donor gatherings, and signature NAC events.

CULTIVATION & SOLICITATION

- Build donor relationships through face-to-face cultivation, solicitation, and stewardship with the CEO and VP of Development & Events.
- Drive annual revenue growth through relationship-based fundraising and strategic moves management.
- Manage solicitations, including annual appeals, capital campaigns, and planned giving initiatives.

PIPELINE & PORTFOLIO MANAGEMENT

- Identify and cultivate new major gift prospects to build a strong pipeline for continued growth.
- Lead the full donor engagement cycle: prospect identification, research, data management, cultivation, solicitation, and stewardship.
- Work with Finance, Accounting, and Development to ensure accurate gift processing, receipting, in-kind documentation, and reporting.

EXTERNAL RELATIONS & PARTNERSHIP

- Represent NAC as a lead ambassador at community events and as a spokesperson to donors, corporate partners, media, and community forums.
- Partner with the VP of Development & Events and the Events team to secure major donor sponsorship and participation in events.
- Stay current on philanthropic trends and adjust strategy to seize opportunities and reduce risks.

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The Ideal Candidate

The ideal candidate is a seasoned major gifts professional with exceptional stewardship success with high-level donors. They are at ease across the table from an ultra-high-net-worth philanthropist and bring the polish, presence, and passion for NAC's mission to inspire transformational giving.

EXPERIENCE & QUALIFICATIONS

- Bachelor's degree or equivalent experience.
- 5 years of experience in fundraising and development, specifically working with major gifts at the $50K level and above.
- Proven success at securing and elevating major gift support and multi-year commitments; capital campaign involvement preferred.
- Exceptional stewardship of high- and ultra-high-net-worth donors, resulting in renewed, increased, and transformational gifts.
- Valid driver's license; must pass a pre-employment background check.
- Must be legally authorized to work in the United States (no visa sponsorship).

PREFERRED SKILLS & COMPETENCIES

- Strong networking skills to build creative relationships across corporate, public, and nonprofit sectors.
- Working knowledge of disabilities and outdoor recreational programs.
- Exceptional communication and interpersonal skills; passion for NAC's mission.
- Outstanding organizational and problem-solving skills with a collaborative team orientation.
- Experience with Salesforce.
- Proficiency with Microsoft Office and database management.



PERSONAL CHARACTERISTICS & LEADERSHIP STYLE

- **Poised and polished,** comfortable and credible with billionaires, business leaders, and community influencers, and able to earn trust in any room.
- **An exceptional communicator:** articulate, persuasive, and an attentive listener who tells NAC's story with clarity and heart, one-on-one, in writing, and at the podium.
- **A steward at heart,** building lasting, authentic relationships, anticipating donor interests, and making every supporter feel valued.
- **A confident, strategic asker** who knows when and how to present significant, transformational giving opportunities.
- **Discreet and trustworthy,** handling sensitive donor relationships and information with complete confidentiality and integrity.
- **Mission-driven and collaborative,** partnering closely with the CEO, board members, and development team.

POSITION FEATURES

Compensation: $120,000 annually, with benefits.

Location: Park City, Utah. This is a hybrid position, with the opportunity to work remotely two to three days per week.

Schedule: Full-time and year-round, with regular evening and weekend engagement for donor events and fundraising activities.

Travel: Occasional travel required for special events, fundraisers, and donor engagements.

NAC's Commitment: The National Ability Center is an equal opportunity employer committed to a positive, fun, and team-oriented working environment. We celebrate diversity and are dedicated to creating an inclusive environment for all employees.



About DRiWaterstone

DRiWaterstone is a boutique executive search firm recognized by Forbes as one of the leading executive recruiting firms in the U.S. With a focus on purpose- and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.

To apply, please visit: driwaterstonehc.com/position/dirmg-nac/

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews will take place via video conference with DRiWaterstone. All inquiries and nominations will be held in strict confidence.

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