



NATIONAL
ABILITY
CENTER



Major Gifts Officer Park City, Utah

DRi Waterstone
HUMAN CAPITAL

DRiWaterstone Human Capital
1550 Wilson Blvd., Suite 700 PMB370
Arlington, VA 22201
703-294-6684
<https://driwaterstonehc.com/>



About National Ability Center

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 the 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, the NAC strives to reinforce relationships and build support systems that extend beyond the initial program experience. The NAC family draws from decades of experience working with people of all abilities, harnessing the power of specialized equipment, techniques, teaching methods, a passionate team of full-time staff, seasonal instructors and over 1,000 volunteers. Locations include Park City and Moab, Utah.

Mission

NAC empowers individuals with disabilities by building self-esteem, confidence and lifetime skills through sport, recreation and educational programs.

Accessibility Matters

NAC's commitment to inclusivity and accessibility extends even further with a full commitment to scholarships and accessibility. Annually, the NAC provides over \$6.7M in program subsidies and scholarship dollars, allowing individuals, families, and groups facing financial hardship or underserved circumstances to participate programs. By breaking down economic barriers everyone can benefit from their life-enriching experiences.

The Impact

BY THE NUMBERS

300,000+

Individuals & Families
Served Since 1985

6,200+

Participants
Empowered Yearly

34,000+

Experiences &
Lessons Each Year

20+

Adaptive Programs
Offered Year-Round

VOLUNTEER POWER

1,000+

Dedicated Volunteers
each season

12,000

Volunteer Hours
contributed annually

30

Winter Paralympians
Trained

30%

Military & Veterans
Among Participants





The Opportunity

National Ability Center Seeks Accomplished Major Gifts Officer

The Major Gifts Officer is responsible for identifying, cultivating, soliciting, and stewarding major donors to secure significant financial contributions for the National Ability Center. This individual will have demonstrated experience securing gifts at the \$10,000 level and above that will enable them to lead strategies for developing long-term relationships with donors, ensuring high levels of engagement and support. The Major Gifts Officer is accountable for donor research, donor appreciation, database management, and all necessary actions to achieve revenue targets. This is a full-time, year-round position with benefits and it requires regular evening and weekend support for donor engagement and fundraising events. It is a hybrid position with the opportunity to work remote 2-3 days per week.

Responsibilities include:

- ❖ Build donor relationships through face-to-face cultivation, solicitation, and stewardship alongside the CEO and VP of Development.
- ❖ Recruit and steward individual donors by building year-round engagement activities to maximize revenue and to build donor loyalty (tours, ski days, meetings, NAC events, etc.).
- ❖ Develop and maintain year-round relationships with individual gift donors to grow immediate, long-term, and planned gifts.
- ❖ Increase annual revenue through relationship-based fundraising and strategic moves management.
- ❖ Attend community events and fundraisers as a lead NAC representative.
- ❖ Manage fundraising solicitations including annual appeals, capital campaigns, and planned giving.
- ❖ Direct the full cycle of donor engagement: prospect identification, data management, cultivation, solicitation, and stewardship.
- ❖ Serve as an external spokesperson for NAC to donors, corporate partners, media, and community forums.
- ❖ Work with the VP of Development & Events and the Events team to encourage sponsorship and participation of major donors at fundraising events.
- ❖ Coordinate with Finance, Accounting, and Development teams to process gifts and prepare financial reports; provides accounting information required for accurate tracking including receipts, correspondence, records of in-kind donations, and other documentation..
- ❖ Stay current on outside trends that could impact fundraising and adjust plans to take advantage of opportunities and reduce risks.



The Candidate

Experience and qualifications:

- ❖ Bachelor's degree or equivalent experience.
- ❖ 5 years of experience in fundraising and development, specifically working with major gifts at the \$10k level & above.
- ❖ Proven success at securing and elevating major gift support and multi-year commitments; capital campaign involvement preferred.
- ❖ 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 and Competencies:

- ❖ Strong networking skills to build creative business 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.



Please apply online:
<https://driwaterstonehc.com/position/mgo-nac/>

Salary Range

\$120,000 annually

Location

Park City, Utah (in-person with the opportunity to work remotely 2–3 days per week)

Travel

Occasional travel required; ability to work evenings/weekends for special events, fundraisers, and donor engagements.

Equal-opportunity Employer

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.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

About DRiWaterstone

DRiWaterstone is a boutique executive search firm recognized by Forbes magazine 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.