

AMERICAN
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HUMANE
FIRST TO SERVE



Major Gift Officer
Palm Beach, FL

Helping ensure the Safety, Welfare and Wellbeing of Animals

For more than a hundred years American Humane has been first in promoting the welfare and safety of animals and strengthening the bond between animals and people.

American Humane is first to serve, wherever animals are in need of rescue, shelter, protection, or security. Through its innovative leadership initiatives – from the “No Animals Were Harmed®” program in Hollywood to broad-based farm and conservation animal welfare certifications, to rapid response rescue and care across the country – American Humane sets the gold standard as the nation’s most visionary and effective animal welfare organization.



Learn more about American Humane by watching AH in action through this link : <https://www.americanhumane.org/ahinaction/>



Core Values

American Humane's core values define its workplace and serve as the cornerstone for associates to advance its mission and institutional goals.

Employees are expected to adhere to all organizational policies and to act as role models, demonstrating American Humane's core values:

Compassion – Being kind and caring in our interactions with others.

Accountability – Holding ourselves to the highest standards. Following through on commitments and owning our actions, behavior, and decisions.

Respect for All – Being professional, listening to others, and honoring diversity in all its forms.

Loyalty to Mission – Staying focused on our purpose and our mission – our nation's most vulnerable depend on us.

Sustainability – Contributing to being a great place to work and achieving our shared mission and goals to make a difference, now and in the future.

Honesty, Integrity, Trust – Demonstrating transparency, as trusted stewards of donor resources, supporting our leadership and one another.



"No Animals Were Harmed"[®]
— a certification program of —
American Humane Association

Guidelines for the
Safe Use of Animals
in Filmed Media

humanehollywood.org



American Humane is committed to helping ensure the safety, welfare and well-being of animals.

Over one billion animals are protected, fed and sheltered annually through American Humane programs, including:

- 1. American Humane Rescue:** Deploys to the site of natural disasters or animal cruelty cases to rescue, shelter, feed and provide veterinary care to animals. Provides education to pet owners on how to “prepare for your pets” if a natural disaster strikes. Also conducts spay/neuter or vaccine clinics.
- 2. Animal Welfare Certifications:** Built upon objective, evidence-based standards created by the world’s leading veterinarians, animal experts and animal ethicists, American Humane certification programs include:
 - **American Humane Hollywood:** The No Animals Were Harmed[®] certification program monitors the treatment of animals in the entertainment industry, ensuring that animals used in films, TV shows, and commercials are treated ethically on set and without harm.
 - **American Humane Farm:** Focuses on improving the conditions for farm animals and promoting more humane farming practices.
 - **Humane Conservation:** Ensuring the welfare of animals in zoos, aquariums, and conservation centers worldwide.
 - **Pet Providers:** Assess the condition, well-being and welfare of animals, such as small mammals, reptiles, birds, fish and amphibians at pet provider locations and suppliers.
- 3. Military Programs:**
 - **American Humane’s Pups4Patriots™:** Finds dogs in search of forever homes and trains them to be lifesaving service dogs for veterans with Post-Traumatic Stress or Traumatic Brain Injury.
 - **Military Working Dog Reunifications:** After years of being classified as “equipment” with thousands of military dogs being disposed of or left overseas, American Humane worked with Congress to require that military working dogs be brought back to U.S. soil upon retirement and that their handlers and their families be given first rights of adoption.
- 4. American Humane Sanctuary:** A unique new home for those in greatest need – where people and animals alike can find help, healing and rejuvenation in beautiful, warm and welcoming surroundings.

The Opportunity and Responsibilities

- As a Major Gifts Officer at American Humane, you will play a pivotal role in developing and maintaining a portfolio of significant contributors, primarily focusing on individuals capable of making five-figure or higher donations. Your primary responsibility will be to cultivate relationships with major gift prospects and donors, ensuring new and/or continued engagement and support for American Humane's mission.
- With a keen understanding of donor management, you will strategize and implement approaches aimed at advancing donors to higher levels of giving, with an end goal to secure a major gift. Your expertise will be crucial in stewarding donors who have already contributed to American Humane, ensuring their ongoing satisfaction and retention.
- In this role, you will work closely with the Senior Vice President and Chief Growth Officer, along with other executives and senior leadership, providing them with regular updates on your portfolio's progress and discussing strategies to enhance donor engagement.
- Flexibility to travel will be required as you collaborate with program staff to plan, coordinate, and conduct outreach efforts, visits, presentations, and events. Your active participation in American Humane's fundraising activities, including events, will be instrumental in building stronger connections with donors and showcasing the organization's impact.
- As a skilled communicator, you will build and nurture relationships with donors, ensuring they receive consistent recognition and a comprehensive understanding of how their contributions positively impact the organization. Your engagement will not be limited to current donors; you will proactively research and contact potential donors and financial advisors to develop a robust pipeline of long-term support.
- To support your efforts, you will be responsible for producing high-quality proposals, reports, and other materials related to cultivation, solicitation, and stewardship.
- Precision and organization will be vital, as you will enter and track all activities, actions, call reports, and deadlines in Raiser's Edge database and other tracking systems.
- This role presents a unique opportunity to make a significant difference in the lives of animals while building meaningful relationships with passionate donors who share American Humane's vision of a compassionate and humane world. If you are driven by a commitment to philanthropy and eager to contribute to a worthy cause, we invite you to join our dedicated team as a Major Gifts Officer.



The Candidate

Qualifications and Skills:

- Bachelor's degree required.
- Minimum 3-5 years of fundraising experience in major gifts strongly preferred.
- Ability to develop and nurture relationships in social situations.
- Proven fundraising track record with experience identifying, cultivating, soliciting, and stewarding high-level donors.
- CFRE credential desired but not required.
- Demonstrate high levels of drive, ownership-mentality, and self-motivation, while working collaboratively with larger teams to achieve overarching goals.
- Self-directed to take action and resolve issues using good judgment.
- Experience and understanding of the Palm Beach philanthropic community.
- Possess a client service attitude and ability to think on your feet as well as maintain a positive demeanor when dealing with the unexpected.
- Conduct oneself with confidence on phone calls, video chats, and in-person donor meetings.
- Ability to emotionally and colorfully describe the incredible work done by American Humane to help animals.
- Demonstrated proficiency in computer technology including applications for project and data management and electronic calendars (Raiser's Edge, Windows, Microsoft Word, Excel, PowerPoint, and Outlook preferred). Ability to quickly learn software specific to the department or institution.
- Strong written (including proofreading and editing) and oral communication skills, including the ability to briefly summarize the essence of issues and means to address them. Use appropriate grammar in verbal or written form.
- Use sound judgment and discretion in handling and securing sensitive and confidential information, as well as the ability to conduct oneself in a highly professional manner.





Applications should be submitted at
<https://waterstonehc.com/driwaterstonehc/position/major-gifts-officer-palm-beach-american-humane>

All first-round interviews for this position will take place via video conference with DRiWaterstone Human Capital.

DRiWaterstone Human Capital is a women-founded and led 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.

Equal-opportunity employer:

American Humane provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.