



Job Title: Regional Director of Major Gifts
Reports to: Chief Advancement Officer
Department: Development / Advancement
Location: New York
FLSA Status: Exempt
Job Type: Full-Time

ABOUT FOR PETE'S SAKE CANCER RESPITE FOUNDATION:

For Pete's Sake Cancer Respite Foundation (FPS) helps adult cancer patients and their loved ones confront cancer hardships together through respite travel experiences which strengthen the healing force of their bonds and create immeasurable joy amidst devastating crises. We strengthen the hearts of these courageous individuals as they battle the psychological, emotional, economic, and spiritual trauma that accompanies a cancer diagnosis. This respite experience is in a comfortable, secure environment that fosters a celebration of love in the face of uncertainty, affords vital reflection and relaxation in the midst of turmoil and promotes faith and inspiration in the shadow of adversity. Lasting memories of this respite help to show that it is the patients' priceless lives, not the cancer that defines them.

Inspired by the late Peter R. Bossow, Jr., FPS offers adult cancer patients and their families time away to refresh, reconnect and rejuvenate. Peter, together with his wife Marci, discovered that a respite from the countless hours of needles, tests, nausea and associated treatment ailments was a peaceful way to refocus and embrace life's unexpected journey.

Patients must be nominated by a healthcare professional who is a member of the patient's oncology team to be eligible for the program. Currently, FPS is exclusively working with our travel partner, Woodloch Resort, and nominated families are invited to spend five nights/six days at this safe, top-rated family destination. A typical respite is six days and includes a generous cash stipend, travel costs, accommodations, a For Pete's Sake welcome bag with travel items and other materials that assist in the respite experience, including writing journals, materials to encourage family communication, inspirational and spiritual books on coping and hope, therapeutic art activities, and other carefully selected items to help make the respite meaningful emotionally and spiritually.

Position Summary:

The **Regional Director of Major Gifts** is a key leadership position within the Development team, responsible for identifying, cultivating, soliciting, and stewarding a portfolio of high-net-worth individuals in a region to secure major gifts in support of the organization's mission and strategic priorities. Establishing and working with an advancement council, the Regional Director will network with key constituencies in the region to support FPS's mission and goals. This role plays a critical part in achieving annual and long-term fundraising goals and expanding the donor base.

Key Responsibilities:

- **Strategic Fundraising**
 - Develop and implement strategies to grow the major gifts program, including prospect identification, cultivation, solicitation, and stewardship.
 - Manage a portfolio of approximately 75–150 major gift prospects and donors capable of giving \$10,000+ annually.
 - Conduct face-to-face meetings with donors and prospects, making direct gift solicitations and closing major gifts.
 - **Relationship Management**
 - Establish and lead an advancement council of constituents that can assist in expanding network and philanthropic support in the region.
 - Build strong, long-term relationships with donors through personalized engagement strategies.
 - Partner with executive leadership and board members to facilitate major gift solicitations and donor cultivation opportunities.
 - **Collaboration & Leadership**
 - Collaborate with development team members, program staff, and marketing teams to create compelling cases for support.
 - Provide coaching and support to staff involved in donor relations and major gift efforts.
 - Contribute to the development of overall fundraising strategies and campaigns.
 - **Data & Reporting**
 - Maintain accurate and up-to-date donor records in the CRM system (e.g., Raiser's Edge, Salesforce).
 - Track and report on major gifts metrics, including number of solicitations, gift amounts, and donor engagement.
 - **Events & Stewardship**
 - Identify, support and participate in donor cultivation events, recognition programs, and stewardship activities.
 - Ensure timely follow-up and personalized acknowledgment of major gifts.
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Qualifications:

- Bachelor's degree required; advanced degree or CFRE certification a plus.
 - Minimum 7–10 years of experience in nonprofit fundraising, with a proven track record of securing five- and six-figure gifts.
 - Exceptional communication, interpersonal, and relationship-building skills.
 - Strategic thinker with the ability to manage multiple priorities and meet deadlines.
 - Comfortable working with high-level donors, board members, and executives.
 - Proficiency with fundraising databases (e.g., Raiser's Edge, Salesforce) and Microsoft Office Suite.
 - Willingness to travel and attend evening or weekend events as needed.
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Compensation & Benefits:

- Salary Range: \$120,000-140,000 annually, commensurate with experience
- Benefits include Health/Dental/Vision insurance, Retirement plan, Paid time off, flexibility options, etc.

To apply, please submit your resume and cover letter to **Mike O'Neill** at mike.oneill@bene-partners.com