

Major Gifts Officer – Mercatus and IHS – Arlington, VA

The [Mercatus Center at George Mason University](#) and its sister organization, the [Institute for Humane Studies](#) (IHS), seek a Major Gifts Officer to join a fast-paced and growing development team. Responsibilities include assistance in the planning and implementation of major gift strategies for prospective and current individuals and/or foundations.

Ideal candidates will have:

- professional development experience as a front-line fundraiser with a track record of results and a demonstrated ability to take on significant responsibility;
- an appreciation for the missions of each organization;
- detail-orientation;
- excellent communication skills
- entrepreneurial spirit;
- an appreciation for teamwork; and
- a self-starter attitude and ability to drive projects to completion.

The ability and willingness to travel is a requirement for the position.

Mercatus and IHS rely on personal interactions with donors to “move” donors to higher giving levels. These are often face-to-face meetings, event participation, etc. The Major Gifts Officer will be required to work with members of the development team to coordinate such personal interactions and have a willingness to meet with supporters. It will be important for the Major Gifts Officer to have a deep understanding of the major gifts strategy and where their skill set would be of most value.

The Major Gifts Officer reports to the Director of Development and must communicate regularly with senior leadership and to the development team.

Qualified candidates should send a cover letter, resume, and salary history to claire@talentmarket.org.