



# FREEDOM ALLIANCE®

“THE PRICE OF LIBERTY IS ETERNAL VIGILANCE”

Oliver L. North  
*Founder & Honorary Chairman*

Thomas P. Kilgannon  
*President*

## Major Gift Officer

Freedom Alliance is one of the Nation’s leading military support organizations. We are a 501(c)(3) tax-exempt educational and charitable organization which promotes America’s heritage of freedom and supports those who defend it. Freedom Alliance makes a profound impact on the lives of combat veterans and military families, helping them overcome the wounds of war and providing college scholarships to the children of heroes who have sacrificed life or limb for our country.

To further these efforts, we are seeking candidates to fill the role of:

### Title: Major Gift Officer

Purpose of Position: To secure funds for Freedom Alliance by fulfilling the interests and passions of donors (individuals, organizations, and corporations) by providing them with giving opportunities, encouraging them to give, and assuring that as many as possible are retained as continuing donors to the organization with increased support and involvement.

### Primary Responsibilities:

1. Generate revenue for the organization to help carry out programmatic and operating functions.
2. Proactively manage a portfolio of 100-150 current and prospective donors.
3. Travel to meet with current and prospective donors.
4. Create donor goals and targeted proposals based on giving history and knowledge of the donors’ potential and interests.
5. Create a communications and marketing plan for each donor to ensure regular and effective interaction.
6. Develop and maintain an excellent understanding of Freedom Alliance’s mission, programs, and priorities to communicate effectively with donors.
7. Perform other major donor activities as may be required, including creating monthly reports that accurately reflect caseload activity and performance.

### Accountability and Qualifications:

1. The Major Gift Officer’s performance will be measured by:
  - a. Amount of revenue generated for the organization on an annual basis in relation to caseload maturity and established goals.
  - b. Ability to qualify donors from the larger pool of organizational donors that meet the major gift criteria.
  - c. Ability to create reasonable financial goals for each donor based on their giving and potential.

- d. Ability to create and execute a contact and ask plan for each caseload donor that considers the donor's passions, interests, motivations, giving patterns, and ask preferences.
  - e. Ability to secure program and organization information and create and write effective offers, proposals, asks, and after-action reports on how their giving made a difference.
  - f. Ability to create timely reports that reflect caseload performance.
2. Qualifications:
- a. At least three years of experience in non-profit fundraising, development, or sales is highly preferred.
  - b. Prior experience securing five- and six-figure gifts is preferred but not required.
  - c. Ability to cultivate, steward, and strengthen long-term donor relationships.
  - d. Success in identifying, soliciting, and closing major gifts.
  - e. Growth-oriented and results-driven mindset.
  - f. Highly effective written and oral communication skills.
  - g. Excellent computer skills in use of Microsoft Office suite and Salesforce are preferred.
  - h. Travel and flexible work schedule are required.
  - i. Location is flexible.

This is a **full-time position** with a competitive salary and generous benefits that include medical/dental insurance, 403(b) retirement plan with 5 percent matching, and paid vacation and holidays.

Qualified applicants should submit a cover letter and resume to [kevin.omalley@freedomalliance.org](mailto:kevin.omalley@freedomalliance.org).

For more information, please visit: [www.FreedomAlliance.org](http://www.FreedomAlliance.org).

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