

Director of Major Gifts

Reports to CEO, \$100,000, generous benefits, PTO, Framingham Office + hybrid

Have you had a mentor who changed your life? At Big Brothers Big Sisters Central Mass and MetroWest, we match caring adult volunteers with children who need exactly that — and we're looking for a fundraising leader who wants to fuel that work at scale.

The opportunity

With 725 mentoring matches and a \$1.6M annual budget, we're growing — and we need a sharp, relationship-driven fundraiser to grow with us. As Director of Major Gifts, you'll build and manage a major giving portfolio, serve as the CEO's strategic partner, and lead transformational gift cultivation across MetroWest and Central Mass.

What you'll do

Build the pipeline - Prospect, cultivate, and close major gifts (\$10K+) and transformational gifts (\$100K+) from individuals, foundations, and corporate partners.

Partner with the CEO and the fundraising team - Staff and strategize alongside the CEO for donor meetings, board development, and fundraising presence in MetroWest and Central Mass.

Build relationships - Manage a portfolio using moves management best practices. Keep donors close, informed, and inspired to give again.

Lead with data - Own pipeline meetings, CRM records, and reporting to keep the team moving toward an annual fundraising goal of \$1.7M+.

You're a fit if you have

- 6+ years of major gifts frontline fundraising experience
- Proven success soliciting 5- and 6-figure gifts
- Strong ties to or knowledge of the Framingham/Marlborough/MetroWest communities
- Experience with Salesforce or a comparable donor CRM
- A genuine passion for mentorship and youth development
- Bachelor's degree and valid driver's license

Ready to make a real impact?

Send your resume and a brief note about what draws you to this role to our hiring team at Careers@BigsCm.org.