



Position Posting Philanthropic Advisor III

ORGANIZATIONAL OVERVIEW

Founded by local business leaders in 1915, The Minneapolis Foundation (TMF) is one of the nation's largest and most innovative community foundations, managing more than \$720 million in assets through 1,100 + charitable funds. A board of trustees comprised of civic leaders provides direction and oversight. The Foundation helps charitable individuals, families and businesses realize their vision for a better community and world. We offer services that make giving more convenient, tax-smart, and rewarding.

Position Overview

A Philanthropic Advisor's role is to advance the short- and long-term asset development and donor relationship goals of The Minneapolis Foundation (TMF). The Philanthropic Advisor III serves as a member of TMF's professional philanthropic staff and is called in by the Senior Vice President, Advancement to lead projects, programs, and focus on programmatic and strategic planning work for donors and advancing the TMF philanthropic promotion and business development efforts.

Primary Responsibilities

A Philanthropic Advisor seeks to increase the impact of The Minneapolis Foundation's giving by attracting new donors. This will be accomplished through outreach and networking to identify and solicit key prospects, professional advisors, and current donors. The advisor will focus on closing new funds and gifts to the TMF, while managing and growing relationships with existing donors.

- *Growth Focus*
 - Grow the number of new donors through regular engagement with key social networks including existing donors, prospective donors, professional advisors, nonprofits, Community Foundation members, and community leaders.
 - Develop relationships and programs that support the long-term future of The Minneapolis Foundation by securing major new charitable funds, both current and deferred gifts.
 - Manage a portfolio of existing donors, working with them to strengthen their philanthropic strategy through learning, leadership opportunities, and planned giving.
- *Impact Focus*
 - Help develop and implement innovative philanthropic strategies that connect donors with nonprofits to maximize the effectiveness of their giving.
 - Contribute to the overall organization by participating in team and staff meetings and on task groups that guide integrated decision-making.
 - Represent The Minneapolis Foundation at speaking engagements and other events and activities.

Ideal Candidate

The ideal candidate will be a seasoned professional with demonstrated and quantifiable experience in fundraising or sales. She/he will also have experience working with a high-net-worth clientele establishing "trusted advisor" relationships as well as developing prospect and referral networks.

To Apply:

Submit cover letter, resume, salary history and references to:

HR@mplsfoundation.org

The Minneapolis Foundation is an Equal Opportunity Employer

**The Minneapolis Foundation:
"Where your giving goes further"**