



Director of Major Gifts

Boston, MA

Full-time position

The Wily Network provides a critical safety net for Scholars as they navigate college on their own. The Wily program offers weekly clinical coaching, financial assistance, community-building support, and networking opportunities to help them move from surviving to thriving.

Wily Scholars bring unique experiences, challenges, strengths and goals to the college journey. Some have experienced homelessness or foster care, some have been denied family support due to their sexual orientation or gender identity, some have lost their parents, and some have family members dealing with addiction, mental illness or incarceration. All are talented and motivated, and all are braving college on their own. For more information, please visit thewilynetwork.org.

Wily and You

Are you a natural connector and storyteller? Are you passionate about bringing people into the Wily Pack to create a robust and sustainable organization? Has your previous development experience led you to the moment where you are ready to grow and lead Wily's major gifts with your creativity, network and energy? If your answer is yes, then let's meet and learn more about each other.

We are looking for a driven, detailed oriented, problem solver who will leave no path unexplored. As our first Director of Major Gifts you will take our pack to the next level by building and executing your strategies around cultivation, solicitation, and stewardship of donors and corporations with a special focus on multi-year gifts and gifts over \$25,000. Your work will support the Wily Network as we all work to strengthen fundraising efforts through the broadening of the donor base and diversifying and increasing philanthropic revenue streams. The Director of Major Gifts will partner with the Executive Director to develop networks and secure donations.

The Wily Network is especially committed to recruiting candidates from historically marginalized backgrounds and identities as well as those whose leadership style fosters diversity, equity and inclusion. The successful candidate will possess the authenticity and cultural humility necessary to be an effective representative of Wily and the Wily Scholars as they build bridges and collaborations with partners, donors, and external constituencies.

Desired Qualifications

- Demonstrated experience, success, and progressive responsibility in fundraising with a minimum of 5-7 years experience as a seasoned major gifts professional
- Excellent written and verbal communication and presentation skills
- Valid driver's license and/or reliable transportation for travel to and from donor meetings

The Wily Network strives to create a workplace that reflects our commitment to racial, gender, and social equity. All identities will be welcomed, valued, and protected as a member of our Pack.

Compensation: Based on experience

How To Apply: Please email a resume and cover letter to careers@thewilynnetwork.org with "Director of Major Gifts" in the subject line.

All Wily Employees will have a **Criminal Offender Record Information (CORI)** check which is a record of all criminal court appearances for a particular individual, including arrests, convictions, dismissals, and serious violations.

The above information reflects the general responsibilities considered necessary to perform the essential functions of the job. This document should not be considered a fully detailed description of all the work requirements of the position. Other duties may be assigned that are not listed in the above job description and the organization may change the specific job duties with or without prior notice based on the needs of the organization.