Capital Campaign & Major Gifts Officer

Permanent, Full-Time | Onsite – Leesburg, VA (Loudoun County)
Salary: $80,000–$95,000 annually

The Opportunity
LAWS is seeking an experienced, relationship-driven fundraising professional to lead the final phase of our $11.6 million capital campaign to build a new emergency shelter and community services center in Loudoun County.

With more than 80% of the campaign goal already committed, this is an exciting opportunity for a proven major gifts fundraiser to build on strong momentum, cultivate and solicit significant philanthropic investments, and help bring a transformational community project to completion.

This is a permanent fundraising position, not a temporary campaign assignment. Following completion of the capital campaign, it will transition into a Major Gifts Officer position focused on sustaining and growing relationships with LAWS' most significant donors.

The successful candidate will be an experienced frontline fundraiser who enjoys building relationships, making meaningful asks, and securing philanthropic commitments. This is a highly visible, hands-on position requiring regular interaction with donors, community leaders, and corporate and foundation partners throughout Loudoun County.

Key Responsibilities
- **Major Gifts Fundraising:** Identify, cultivate, solicit, and steward major donors, including individuals, corporations, foundations, and community partners, to secure significant campaign commitments.
- **Campaign Leadership:** Lead the strategy and execution of the capital campaign's final phase, managing fundraising priorities, prospect pipelines, solicitation strategies, and progress toward the campaign goal.
- **Donor Portfolio Management:** Build and manage a portfolio of major gift prospects and donors, developing individualized cultivation, solicitation, and stewardship strategies designed to sustain relationships beyond the campaign.
- **Executive and Board Partnership:** Work directly with the CEO on campaign strategy and leadership-level donor engagement. Equip Board members and campaign volunteers to participate effectively in donor cultivation and solicitation.
- **Community Engagement:** Represent LAWS throughout Loudoun County, developing relationships with philanthropic, business, and civic leaders to expand the organization's donor network.
- **Donor Stewardship and Recognition:** Develop meaningful stewardship and recognition opportunities, ensuring donors remain engaged throughout the campaign and continue their philanthropic support of LAWS.
- **Campaign Coordination:** Oversee campaign progress, donor communications, grant opportunities, and fundraising-related events, working collaboratively with the Director of Development, internal staff, and external partners.

Qualifications
Required:
- Minimum of 3–5 years of professional fundraising experience, with demonstrated success in frontline major gift cultivation, solicitation, and stewardship.
- Proven ability to build donor relationships, manage a portfolio of prospects, and move prospective donors from cultivation to significant philanthropic commitments.
- Experience developing and executing fundraising strategies and managing a donor pipeline.
- Strong interpersonal and communication skills, with the confidence to engage major donors, executives, Board members, and community leaders.

- Ability to work independently, take initiative, and manage multiple fundraising priorities.
- Proficiency with donor management systems and prospect tracking.
- Bachelor's degree or equivalent combination of education and relevant experience.

Preferred:

- Direct experience with capital campaigns and major gift solicitations.
- Established relationships within Loudoun County or the broader Northern Virginia philanthropic and business communities.
- Experience partnering with executives and boards of directors on fundraising strategies.
- Experience with Neon CRM or a comparable donor management platform.
- Experience fundraising for human services organizations.

About LAWS

For more than 40 years, LAWS has provided free, confidential, survivor-centered services to individuals and families affected by domestic violence, sexual assault, dating violence, stalking, and child abuse throughout Loudoun County.

LAWS is undertaking the most ambitious capital project in its history: an $11.6 million, 22,000-square-foot shelter and community services center. The new facility will expand shelter capacity from 12 beds to up to 50 private beds, provide longer stays for families seeking safety, and strengthen access to essential support services.

This campaign represents an extraordinary opportunity to make a lasting difference in the lives of survivors and families throughout Loudoun County.

Position Details

- **Location:** Onsite at LAWS, 105 E. Market Street, Leesburg, VA 20176, with regular community and donor engagement throughout Loudoun County.
- **Employment:** Permanent, full-time, exempt.
- **Compensation:** $80,000–$95,000 annually, based on qualifications and experience.
- **Reporting:** Reports to the Director of Development and works directly with the CEO on campaign strategy and major donor engagement.
- **Schedule:** Monday–Friday, with occasional evening and weekend meetings and events.
- **Career Path:** Transitions into a Major Gifts Officer role following completion of the capital campaign.