

The Director of Major Giving (DMG) is a non-voting member of the Leadership Team of the Lambda Theta Alpha Foundation and is appointed in a manner consistent with the bylaws. They are accountable to the Board for the fulfillment of the duties and responsibilities outlined below

Time Commitment and Term:

- 10 hours per week (researching new grant opportunities and ways to engage new partners/sponsors).
- The Director term will be for one consecutive year (2026-2027), beginning January 15, 2026, and ending January 14, 2027, and eligible to be renewed for an additional term.

Roles and Responsibilities:

His/her main duties are to:

- The DMG shall uphold current partnership relationships, including, but not limited to, drafting and supervising the execution of the partnership contract and attending partnership meetings.
- The DMG shall seek out new partnerships and revenue sources, including grants, merchandise, web advertising, etc.
- The DMG shall oversee the execution of grant applications.
- The DMG shall assess and create annual donor targets, including recurring donors, legacy donations, and group donations.
- The DMG shall build external relationships, and attend networking and fundraising events.
- The DMG shall connect with prospective donors and supporters on a continual basis to establish effective communications with them.
- The DMG shall assist with evaluating fundraising effectiveness and developing new campaign strategies.
- The DMG shall sit on the Development Committee.

Position Skills and Qualifications:

- Enthusiasm for the mission of the Foundation.
- Ability to network with external stakeholders.
- Create new avenues to increase funds and support network.
- Grant writing experience beneficial.
- Background in non-profit, business management is beneficial.
- Working knowledge of G Suite and social media platforms.
- Ability to work with donor databases, Flipcause experience is a plus.
- Attention to detail.
- Strong interpersonal skills.
- Collaborative and dedicated to team efforts.

Financial Contribution

Financial Contribution: Directors are expected to make a personal meaningful financial contribution of at least \$100 upon acceptance of their position. Directors are also expected to give an additional \$100, during each term year, for a total contribution of \$200, by the end of each term year.