

Philanthropy Consultant/Fundraiser

Part-time (average of 10/hrs per week)
\$100/hour



About the Role

The nonprofit Tucson City of Gastronomy is seeking an experienced consultant to support the organization's development by cultivating, soliciting, and stewarding relationships with major donors, including individuals, corporations, and foundations. This consultant will conduct efforts to identify and secure major and planned gifts of unrestricted funding supporting general operations and designated funding sponsoring programs and aligning with the organization's strategic goals. The consultant will work closely with the organization's Executive Director, President, and Income Development Committee to enhance engagement with Tucson's donor community to drive philanthropic support for TCOG's mission. The consultant will conduct this part-time work (an average of 10 hrs/week) as an independent contractor with a renewable annual contract.

Tucson City of Gastronomy (TCOG) is a 501(c)(3) nonprofit that manages the first-in-the-nation designation of Tucson and its southern Arizona foodshed as a UNESCO Creative City of Gastronomy in 2015. Our mission is to preserve Southern Arizona's multicultural food heritage, celebrate the culinary creativity of the chef community, support local food businesses, and promote Tucson as a sustainable desert city and culinary destination aligned with UNESCO and community goals. We also work to position gastronomy as a key economic driver and innovation catalyst for sustainable urban development and learn from and contribute to global conversations on the intersections of food with heritage, creativity, and sustainability. The consultant's role is to connect us with major donors who support our mission and work, expand our major donor network, deepen existing relationships, and drive sustainable revenue growth.

Philanthropic Goals

We are looking for the right person to manage the full lifecycle of major donor relationships, including identification, cultivation, solicitation, retention, and stewardship. They will develop and manage a dynamic portfolio of current and prospective major donors and execute donor qualification processes, create tailored engagement strategies, and secure major gifts and sponsorships through relationship-focused approaches. The consultant will co-develop annual fundraising goals, donor-specific proposals, and stewardship plans in collaboration with the organization's leadership. The ideal candidate should be capable of effectively articulating the organization's mission and community impact through storytelling that resonates with high-net-worth individuals and crafting persuasive funding proposals aligned with donor interests and the organization's strategic priorities and needs. Our goal is to achieve annual contributed revenue of \$500,000+ within 18 months through major gifts.

Experience and Skills Needed

To excel in this role, the major gifts professional should possess a successful background in major gift fundraising, with at least three years of experience in Southern Arizona. This experience should include a proven ability to collaborate effectively with nonprofit boards and executives to ensure

that fundraising efforts align with the organization's strategic goals and needs. A successful candidate will have a demonstrated track record of securing significant gifts, ranging from five to seven figures, with measurable KPIs that highlight their impact. They should be skilled in managing donor portfolios that include 50 to 150 high-net-worth prospects, with a focus on closing gifts through personalized cultivation strategies.

Familiarity with the Southern Arizona community and its donor landscape is essential, as well as knowledge of national foundations that support nonprofits in our mission areas. Technically, the candidate should be proficient in using wealth-screening tools and donor databases and adept at analyzing donor capacity, affinity, and giving history to prioritize prospects effectively. The ability to design data-driven major gift pipelines is crucial, including skills in donor segmentation, prospect research, and creating cultivation timelines. Beyond technical skills, the candidate must be able to articulate our mission compellingly and build trust with diverse donors. Ultimately, a genuine passion for our mission and alignment with our values are essential for success in this role.

How to Apply:

- Applicants should indicate interest by providing a short biographical sketch and/or CV.
- Proposals should be submitted to TCOG Executive Director Jonathan Mabry at jmabry@cityofgastronomy.org