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## **A CHANCE TO IMPACT OTHERS AND BE INSPIRED**

An opportunity to make a difference in your community, and work with a team of innovative Charitable Estate Planning professionals as the regional Director for Tucson, New Mexico, and Southern AZ.

- Exceptional Competitive Salary
- Comprehensive Benefits Package
- Collaborative Team-Spirit Environment
- Professional Development Encouraged
- Earn the Distinguished *Fellow in Charitable Estate Planning* designation
- Advanced Charitable Estate Planning Techniques
- Value Based Estate Planning

The Director position includes cultivating, stewarding, and soliciting planned gift donors and prospects; engaging them in philanthropic conversations that effectively consider their charitable goals, family needs, assets, tax considerations, and optimal planned gift instruments; and encouraging and assisting them with making planned and complex outright gifts. The Director will use their specialized gift planning knowledge to evaluate and manage donor's expectations, goals, and financial situations in order to recommend optimal gifting options.

Preferred Qualifications:

- Minimum five (5) plus years of proven success in charitable gift planning or in related fields of technical sales, charitable estate planning, financial planning, or real estate
- A preference for candidates with an advanced degree or certification such as: Certified Financial Planner ("CFP"), Charitable Estate Planner (CEP), MBA, JD, CPA or CSPG

### **SEND RESUME TO:**

Office of Gift Planning  
**The Salvation Army**  
30840 Hawthorne Blvd.  
Rancho Palos Verdes, CA 90275  
planned.giving@usw.salvationarmy.org

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