

GULF COAST COMMUNITY FOUNDATION

Behind every gift that finds its purpose is someone who took the time to listen.

We're looking for a Philanthropic Advisor to join our Philanthropic team and help donors turn their values into meaningful charitable impact. You'll build trusted relationships with a portfolio of donors, serve as a thoughtful guide through their giving options, and help connect their generosity to the causes and community they care about most.

What You'll Do: You'll cultivate and steward relationships with current and prospective donors, developing personalized plans that keep them engaged and satisfied over the long term. You'll advise donors on giving vehicles and strategies that align with their goals, help them shape tailored giving plans, and stay current on community needs and Gulf Coast initiatives so you can connect donors with opportunities that matter to them. You'll also represent the Foundation at donor and community events, from hosting tables and welcoming guests to developing presentations and personalized proposals that bring a donor's potential impact to life. Internally, you'll work closely with the Director of Philanthropic Partnerships and other departments, keep donor records accurate in our CRM, and prepare regular reports on donor engagement.

To be successful in this role: You'll need a bachelor's degree in a relevant field and at least three years of experience in donor relations, major gifts, or a related nonprofit role, with a track record of cultivating and stewarding donor relationships. You understand charitable giving vehicles and philanthropic trends, are proficient with CRM and donor management software, and bring strong interpersonal skills, emotional intelligence, and the ability to build trust with a wide range of donors. You think strategically, manage multiple relationships with attention to detail, and handle sensitive donor information with discretion. Additionally, if you bring an advanced degree or certification (such as CFRE or CAP), experience at a community foundation, knowledge of the local donor community, or a background in financial or estate planning, we'd love to hear from you. Strong presentation skills and public speaking experience will also serve you well.

The logistics: You'll regularly represent Gulf Coast at donor, community, and organizational events, which means some evenings and weekends should be expected. You'll travel locally to host and engage donors, prospects, and other guests at events, welcome attendees, facilitate and build relationships in person. Time in the community is just as much a part of this job as time at a desk.

Excellent benefits: Enjoy a robust benefits package with generous employer contributions (up to 100% depending on the plan): medical, dental, vision, disability, life insurance, 401(k) with employer match, 200 hours of PTO, 12 paid holidays, and many more.

Exceptional Culture: You'll work in a collaborative environment built on accountability, trust, clarity, and alignment – one that fosters teamwork, innovation, and professional growth, and empowers you to take measured risks and move confidently into the future.

Status: Full-time, Exempt, Salaried. Salary Range: \$82,800-\$103,500 annually

To see the full job description and learn more about our benefits, visit GulfCoastCF.org/careers

To Apply: Send resume to: jointheteam@gulfcoastcf.org

Since 1995, Gulf Coast Community Foundation has powered bold philanthropy and collaborative leadership to drive meaningful change across our region. Guided by values of **authenticity, curiosity, collaboration, grit, and a trailblazing spirit**, we work side-by-side with donors, partners, and community members to tackle our region's biggest challenges and unlock its greatest opportunities. Together with our donors, we've invested more than \$625 million in health and human services, education, civic & economic development, arts & culture, and the environment. Headquartered in Venice, with a second office in downtown Sarasota, Gulf Coast is nationally recognized for excellence, earning multiple "Best Nonprofits to Work For" honors and accreditation from Community Foundations National Standards®. Learn more at GulfCoastCF.org and follow us on [Facebook](#), [Instagram](#), and [LinkedIn](#).