



POSITION DESCRIPTION

The Aesthetic Society & The Aesthetic Foundation Contract Major Gifts Fundraising Consultant

www.theaestheticsociety.org • www.theaestheticfoundation.org

THE AESTHETIC SOCIETY

Founded in 1967, The American Society for Aesthetic Plastic Surgery (d/b/a The Aesthetic Society) is recognized as the world's leading professional organization of ABPS board-certified plastic surgeons who are solely dedicated to the art, science, and safe practice of aesthetic surgery and cosmetic medicine of the face and body. Our members are recognized as Aesthetic Plastic Surgeons, to honor their many additional years of highly specialized training and their passionate commitment to their patients.

With over 3,000 members in the U.S., Canada, and many other countries, The Aesthetic Society is at the forefront of innovative aesthetic plastic surgery and medicine worldwide.

THE AESTHETIC FOUNDATION

Established in 1993, The Aesthetic Surgery Education and Research Foundation (d/b/a The Aesthetic Foundation) is a 501(c)(3) non-profit that funds unbiased research which answers the biggest unknowns in aesthetics. The Foundation's mission is to improve the safety and effectiveness of aesthetic surgery and medicine. The groundbreaking research The Foundation has funded has helped save patients' lives and improve aesthetic outcomes. Programs for NextGen surgeons and patients in need provide education and support where these individuals need it most.

Engagement Type: Independent Contractor (Part-Time/Project-Based)

Position Summary

The Contract Major Gifts Fundraising Consultant will partner with organizational leadership to develop and execute a comprehensive major gifts fundraising strategy for breast cancer patient programs and research that strengthens philanthropic support and advances the organization's mission. This individual will bring deep experience working with mission-driven organizations, serving as both strategist and coach to help build a sustainable business plan. The consultant will assess current fundraising efforts, crystallize a clear major gifts strategy, create a practical business plan with measurable goals, and work effectively with staff leadership, board members, volunteers, donors, and other key stakeholders to increase philanthropic investment and engagement.

Deliverables

The consultant may be expected to deliver:

- Major Gifts Assessment and Opportunity Analysis of current breast cancer patient programs and research
- 12-24 Month Fundraising Business Plan
- Donor Pipeline Development Plan
- Prospect Qualification and Engagement Framework
- Board and Volunteer Engagement Strategy
- Recommendations for Future Fundraising Growth

Success Measures

Success will be evaluated based on:

- Completion of a clear and actionable major gifts strategy and business plan.
- Growth in qualified major gift prospects and donor engagement activities.
- Increased stakeholder and volunteer participation in fundraising efforts.
- Strengthened fundraising infrastructure and processes.
- Progress toward major gift revenue goals and pipeline development targets.

Key Responsibilities

Strategic Planning & Business Development

- Assess current programs, the donor pipeline, and how ready the organization is to grow major giving.
- Develop a major gifts strategy and fundraising business plan that fits the mission and priorities, with goals, timelines, metrics, and resource needs.
- Set up donor segmentation and the full gift cycle: qualification, cultivation, solicitation, and stewardship.

Major Gifts Fundraising

- Build a pipeline of major gift prospects and write individual cultivation plans for high-capacity donors.
- Prepare leadership for donor meetings and solicitations, and develop case statements, proposals, and donor communications.
- Find opportunities for transformational gifts, planned giving, and future campaigns.

Stakeholder Engagement & Capacity Building

- Work with executive leadership, the Board, committees, and volunteers to build alignment on fundraising priorities, acting as a trusted, collaborative advisor.
- Coach Board members, volunteers, and staff on donor relationships and major gifts best practices.
- Review fundraising systems and processes, recommend improvements, and create tools and metrics to track progress.
- Help build a culture of philanthropy across the organization.

Qualifications

Required

- 7–10 years of progressive fundraising experience, with a strong focus on major gifts.
- A track record of securing and growing major gifts for nonprofits, foundations, associations, or other mission-driven organizations.
- Experience writing fundraising strategies, business plans, and donor engagement roadmaps.
- Proven ability to work with boards, volunteer leaders, executive teams, and many kinds of stakeholders.

Skills & Attributes

- A strategic thinker who can turn vision into workable plans.
- Excellent relationship-building, communication, facilitation, and coaching skills.
- Able to influence people without direct authority, and to work independently while keeping others accountable.
- Strong at project management and organization, with a high level of professionalism, discretion, and emotional intelligence.

Preferred

- CFRE (Certified Fund Raising Executive) credential.
- Experience with capital campaigns, foundation fundraising, or planned giving.
- Background with volunteer-led organizations, professional societies, membership associations, or healthcare-related nonprofits.

Compensation

- This is an independent contractor engagement reported on IRS Form 1099-NEC, not employment. There are no benefits, no paid leave, and no guarantee of renewal or conversion to a staff position.
- Compensation is hourly, at \$150 to \$250 per hour depending on experience and scope, for all services under this engagement — assessment, strategy development, donor and pipeline work, board and volunteer coaching, and fundraising planning. Hours are invoiced monthly in arrears against an itemized activity log and paid within thirty days.

Estimated level of effort

- Assessment and strategy development phase: 10 to 25 hours per month.
- Ongoing engagement: varies based on organizational needs, campaign activities, and board or donor engagement priorities, with a monthly allocation agreed in writing each quarter.
- Hours are authorized in advance. Work beyond the authorized monthly allocation requires written approval before it is performed. Total compensation is subject to a not-to-exceed amount stated in the Statement of Work. Pre-approved travel and donor cultivation expenses are reimbursed at cost, without markup, subject to a cap.
- Compensation is not contingent on funds raised or on any other outcome measure. The Foundation does not pay commissions, finder's fees, contingent fees, success fees, or performance-based compensation of any kind.

INTERESTED APPLICANTS

Those interested in applying should email a resume and a cover letter outlining specific qualifications to:
apply@theaestheticsociety.org

September/October 2026