GET INVOLVED

Careers

The Ayn Rand Institute (ARI) is seeking energetic self-starters interested in increasing the number of people discussing and exploring Ayn Rand’s ideas. We offer competitive salaries along with a generous benefits program, including health and dental coverage (for full-time employees, the premiums are almost entirely employer-paid). We also offer matching funds for your retirement account, a paid-time-off system and ten paid holidays per year. Our office headquarters are located in Santa Ana, California.

Those interested in employment with ARI should forward their résumé and a cover letter with salary expectations to Human Resources, Ayn Rand Institute, 6 Hutton Centre Drive, Suite 600, Santa Ana, CA 92707, or email careers@aynrand.org. Evidence of eligibility to work in the United States will be required. Completion of an ARI Employment Application will be requested before being considered for an interview. Candidates to whom an offer is extended are subject to background screening and are required to sign an ARI Employee Confidentiality Agreement.

While we thank all applicants for their interest in employment, we are able to contact only those to whom we can offer an interview. No phone calls, please.

Currently, ARI has the following open positions:

- LEGACY GIVING MANAGER
- JUNIOR FELLOWS
- SEASONAL INTERNSHIPS

continued
Legacy Giving Manager

The Ayn Rand Institute (ARI) fosters a growing awareness, understanding and acceptance of Ayn Rand’s philosophy, Objectivism, in order to create a culture guided by reason, rational self-interest, individualism and laissez-faire capitalism — a culture in which individuals are free to pursue their own happiness.

ARI seeks an experienced Legacy Giving Manager to join a 25-year-old robust planned giving (PG) program. By securing planned gifts for the future, the Atlantis Legacy program helps ensure that the Institute has the financial capacity to continue its work for as long as it takes to fully realize its mission. This position will be based in our main office in Santa Ana, California, reporting to the Development Team Manager and working closely with the Senior Legacy Giving Manager. Telecommuting will be considered.

We are willing to consider candidates who do not have PG expertise but who possess the communication skills, detail orientation, ambition, and other qualities required to excel as part of the Institute’s PG team.

The ideal candidate will have the following qualifications:

• Bachelor’s degree required. Graduate degrees and/or professional certifications desirable.

• Experience in PG is not a requirement; ARI will provide training. Candidates should have demonstrable success in fundraising, financial/tax planning, estate planning or related fields.

• Effective communication style when interacting with donors and prospects, while being respectful and sensitive to their contexts with regard to gift and estate planning.

• Experience with CRM database software required; Zendesk Sell CRM preferred.

• Experience working with donor database software required; Zendesk Sell CRM preferred.

• Proficiency with gift illustration software is preferred, especially PG Calc’s Planned Giving Manager.

• Excellent communication, organizational and problem-solving skills, as well as the ability to work independently.

• As ARI will invest in training for this position, the successful candidate must be willing and able to master all aspects of the PG profession, both interpersonal and technical, and to commit to ongoing professional development.

• Knowledge and understanding of Objectivism, with the ability to communicate clearly its ideas and principles.

continued
Legacy Giving Manager responsibilities:

- Systematically pursue long-term cultivation of PG donors and prospects via in-person meetings, telephone, email, mail and social media, including preparation of gift illustrations and proposals.

- Develop relationships with donors and prospects, as well as with attorneys and other professional advisors (both donors’ and ARI’s), with suppliers of PG publications and other products, and with other PG professionals.

- Manage all aspects of donor participation in the Atlantis Legacy program, including stewardship of completed gifts, recognition in published list of Atlantis Legacy donors, invitation to annual event, publication of donors’ testimonials via “Atlantis Legacy Donors in Their Own Words,” and continuing acknowledgment after their lifetimes.

- Maintain appropriate levels of confidentiality about PG donors and gifts.

- Market PG and Atlantis Legacy through printed materials, ARI’s newsletter, direct mail, email, website, social media and ARI’s annual summer conference.

- Assist the Senior Legacy Giving Manager with strategy and administrative functions.

- Travel is required for both meetings with donors and prospects as well as for PG training.

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Seeking ways to get established, make connections and start your career?

Consider ARI’s Junior Fellows Program

Be part of the fight for a rational culture! Join ARI’s Junior Fellows Program, designed to help you become an Objectivist intellectual who will be engaged in today’s issues and debates. If you’re accepted into this unique program, you’ll join ARI’s team in Santa Ana, California, for up to one year, working on large-scale editorial projects while deepening your understanding of Objectivism. Salary and other perks apply. Learn more.

Consider Seasonal Internships

Seasonal internships at ARI are offered in the fall, spring and summer through a partnership with the Charles Koch Institute. Additional information about the ARI internship program can be found at AynRand.org/students/internships. Additional information about the Charles Koch Institute’s paid-internship program can be found at http://cki.io/ApplyKIP.