



JOB DESCRIPTION

Position: Development Director

SCOPE

The Development Director plays a pivotal role in leading and executing fundraising strategies to support the organization's mission and growth objectives. The primary objective of the Director is resource generation, to be accomplished by identifying new fundraising opportunities, building, and maintaining donor relationships, and managing fundraising campaigns.

The Development Director oversees a team of Regional Field Directors, each assigned to a specific geographic region within the United States. The Director provides leadership and management to the team in order to meet resource generation goals.

KEY RESPONSIBILITIES

- Develop and execute an annual fundraising plan for the organization.
- Identify new fundraising opportunities and cultivate relationships with prospective donors, including individuals, churches, corporations, and foundations.
- Manage a team of Regional Field Directors (RFDs), providing guidance, support, and professional development opportunities.
- Set clear performance expectations and goals for the RFD team and monitor progress towards objectives.
- Lead the grant writing process, including research funding opportunities, writing proposals, and managing grant reporting requirements.
- Develop and manage an annual fundraising budget, ensuring effective allocation of resources.
- Prepare regular reports on fundraising performance, including donation trends, donor demographics, and campaign effectiveness.
- Coordinates with marketing and promotion team for the execution of fundraising campaigns.

QUALIFICATIONS

- Professing believer in Jesus Christ as Lord and Savior
- Tolerant of varying theological viewpoints, viewing all believers as brothers and sisters in Christ.
- Bachelor's degree in a relevant field (e.g., nonprofit management, fundraising, communications).
- At least 5 years' experience in nonprofit fundraising, with a track record of success in donor cultivation, grant writing, and campaign management.
- Strong leadership and management skills, with experience leading and motivating teams to achieve ambitious goals.
- Excellent communication skills, including writing, public speaking, and relationship-building.
- Ability to work effectively in a fast-paced environment, managing multiple priorities and deadlines.