



Director of Development for Major Gifts Job Description

Salary: Starting at \$60,000-12-month Contract to be moved to salary based on success of the candidate.

About Christ for India:

Christ For India (CFI) is a nonprofit organization, supporting a ministry's campus in Visakhapatnam, east of India, and led by Rev. Jameson P. Titus. His parents, Dr. P.J. and Mary Titus founded the ministry in 1981 when they sold their house in the United States and moved back to India to preach the Gospel to the unreached. CFI programs include pastoral training, education, church planting, and humanitarian aid.

About the Role:

The Development Director is a full-time, contract position with Christ for India. This position reports to the Executive Director and is responsible for securing individual donations for the organization with an emphasis on five and six-figure gifts. To accomplish this goal, we will be expected to build relationships with donors and potential donors by ministering to our donors and helping to guide them on their path to honoring God through giving. The development officer will communicate the mission of Christ for India and personally model a mature relationship with Jesus Christ helping them reach their philanthropic goals. They will pray with and for donors and help them be obedient to what Christ is calling them to do with the blessings He has bestowed on them.

The ideal candidate will be on fire for Christ, a seasoned development professional who wants the chance to make their mark on a ministry and build a philanthropy department from the ground floor. They will be emotionally intelligent and have the ability to adapt to many personality types and be able to ask and close major gifts. They will also have experience in fundraising in a global ministry, preferably in India, or have missionary experience working in India.

This is a new role for the organization, the candidate will need to be a seasoned fundraiser with experience in ministry and at least 5-10 years of fundraising experience, preferably 10. This will be an exciting opportunity to build your department and have creativity in crafting the direction of ministry advancement.

Responsibilities:

Ministry to Donors:

At Christ for India, our donors are part of our ministry. The development director will partner with our donors to glorify God through giving. God calls us to give to the great commission, we have the honor of helping them grow in their faith in the Lord through

giving. This person will minister to the donors, build a lasting relationship through friendship, stewardship, and deliver the impact of their giving.

Major Gift Fundraising:

- Meet goals of visits and proposals presented to donors
- Visit donors virtually and in person to build relationships, share impact and stories, and present giving proposals.
- Travel throughout Texas mostly and to other key areas of the United States as needed
- Work with the marketing coordinator to create compelling stories and collateral to share with donors and to include in proposals
- Attend networking events with key church partners
- Attend board meetings and work with board members as a coach, empowering them to raise larger gifts through their contacts

Grant Writing:

- Research grant opportunities that fit with the projects and general operation needs of the ministry
- Create a grant pipeline for the ministry and work with the Executive Director to submit grants on time

Events:

- The development director is not responsible for event planning but will take a major role in recruiting major donors to attend as well as attending the event and stewarding the donors at the events.
- The development director may be asked to attend some conferences as a vendor if there will be the opportunity for relationship building with key stakeholders.

Qualifications

- Minimum experience required of 5-10 years as a fundraiser with at least one year in ministry either working as a fundraiser or another role in ministry.
- A passion for spreading the gospel of Jesus Christ in India
- Experience raising funds in global ministry is essential, working in ministry or fundraising in India is a plus.
- Relationship building with high-net-worth individuals
- Savviness and self-awareness to know when to ask and the skills to know the appropriate amount.
- CRM experience with Blackbaud, Salesforce, Raiser's Edge, Little Green Light or others
- Experience creating and presenting proposals with a focus on 5-6-figure gifts
- A strong history of closing 6-figure gifts
- 1 year of grant writing experience preferred

- Ability to travel daily within Texas and once a quarter to other parts of the US
- Ability to travel to India with donors

Please submit cover letter, resume, and any other related materials to Stephanie Slack at skstrategicconsulting@gmail.com.