

Director for Generosity

Objective: The Director for Generosity serves God by sharing in the mission of the Northwestern Ohio Synod (NWOS), and providing leadership in personal, congregational, and synodical charitable giving.

Position Summary: Reporting to the Bishop and working collaboratively with the Bishop, synod staff, and Synod Council, the Director for Generosity will provide direction and oversight of all NWOS fundraising endeavors, including the Annual Fund, major gifts, planned giving, and special events. The Director for Generosity is called to build personal relationships that create compelling opportunities to inspire individuals to grow in their generosity. The Director for Generosity will teach congregational leaders to strengthen and expand their fundraising capacity.

Responsibilities:

1. Direct the Annual Fund, with emphasis on growing the synod's donor base.
2. Establish and grow a major gifts program. Build and work a portfolio of qualified prospects, planning and executing cultivation moves and carrying out solicitations. In the course of this work, maintain a regular schedule of meetings with prospective donors to build personal relationships of trust.
3. Involve the Bishop, staff, and key volunteers in targeted prospect cultivation and in telling the story of the synod's vision, work, and priorities.
4. Partner with the communications staff to share inspiring stories of generosity as a response to God's active presence in people's lives.
5. Establish and grow a planned giving program with a focus on deferred gifts and bequests.
6. Oversee gift processing, donor acknowledgement, and stewardship. Communicate to donors the impact of gifts on the work of the synod and its congregations.
7. Provide financial development educational opportunities for individuals and congregations within NWOS to teach practical development skills.
8. Partner with the events staff to plan and execute donor-focused events.

Qualifications: Background in financial development for non-profits (a certification in fundraising [CFRE] is preferred). Collaboration, self-starter, relationship building. Ability and willingness to teach others and empower skill building.

Salary Range: \$55,000-65,000 per year. Higher salary may be considered for exceptional candidates.

Benefits: Full benefits available including health insurance, Health Savings Account with employer contribution, 403b pension with employer contribution, paid time off (vacation, personal days, holidays, continuing education), and continuing education/professional expense allowance.