



JOB OPENING

Posted On: October 3, 2023

Director of Development

Position Summary

Street Hope TN is a faith-based nonprofit with a mission to eliminate sexual exploitation and trafficking of children and to provide safe environments to foster healing and hope through Jesus Christ.

Street Hope TN is hiring a full-time Director of Development.

The Director of Development is responsible for planning, organizing, and directing all of Street Hope TN's fundraising initiatives, oversee donor relations and implement development and marketing strategies. Reporting to the Executive Director, this professional must have an established background in nonprofit development planning and strategies, fundraising and marketing.

Start Date: October 2023

Hours: Full-Time / Salary

Location: Powell, TN

Organizational Relationships:

Executive Director

Education: Bachelor's Degree

Principle Duties

Core Responsibilities

- Must embrace the mission and core values of Street Hope TN
- Represent the organization at events, in meetings and throughout Tennessee
- Direct all Street Hope TN fundraising initiatives
- Create and implement strategic annual development plan and schedule
- Organize, grow and maintain all fundraising programs including donor stewardship, major gifts, church partnerships, individual monthly giving, corporate giving, annual fund/appeals and future capital campaigns
- Meet prospective donors and supporters on a continual basis to establish effective relationships and communication
- Organize and manage grant opportunities including research, proposal writing, and reporting requirements
- Track all development activities through donor software and provide reporting
- Oversee all functions of donor and volunteer engagement including:
 - Fundraising and special events (working with all departments as needed)
 - Marketing and communications (working with all departments)
 - Volunteer recruitment and management

Additional Responsibilities

- Build a planned giving program
- Organize and manage all fundraising programs including church partnerships, individual monthly giving, corporate giving, annual fund/appeals and future capital campaigns
- Participate in strategic planning with leadership
- Attending all staff training sessions and meetings
- Perform other related duties as requested



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Education, Experience, Other Qualifications:

- A. Education and Experience Requirements
 - Bachelor's degree in Marketing, Business, Communications, Nonprofit Management or related field
 - 3+ years of experience in nonprofit fundraising and marketing required, preferably working in a nonprofit environment or as a consultant working with nonprofit clients
 - Experience with large fundraising events preferred
- B. Skills
 - Ability to work independently and as a team member, managing multiple priorities while also providing strong leadership
 - Excellent, professional and effective interpersonal, writing and presentation skills
 - Knowledge and experience in fundraising techniques, particularly major gift fundraising
 - Confidence and skills to work with and motivate all staff members and key volunteers
 - Strong desire to build relationships and be involved and active in the community
 - Ability, professionalism and drive to develop and maintain partnerships with businesses, churches and community leaders
 - Effective "self-starter" with a goal-driven approach in initiating donor visits and fundraising calls
 - Ability to be well-organized and exhibit "follow through" on tasks and goals
 - Desire to share compassion for people and communities, demonstrating presence, self-confidence and good listening ability
 - Ability to work in a fast-paced environment and react with quick turnaround
 - Ability to occasionally work a flexible schedule for events taking place on evenings or weekends
 - Proficiency in Microsoft Office
 - Proficiency in donor or sales software (such as Bloomerang, DonorPerfect, etc.) preferred
- C. Spiritual
 - Deep faith in and abiding walk with Christ, understanding of Biblical principles and of the hope, healing, and redemptive work of Christ
 - Agreement with and adherence to our Statement of Faith (The Lausanne Covenant)
- D. Other
 - Must possess a valid driver's license and have reliable transportation with the ability to produce evidence of auto insurance coverage



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- Must meet criminal and local background check requirements

This job description in no way implies that the duties listed are the only ones the employee will be required to perform. The employee may be expected to perform other tasks, projects, and training as requested by his or her supervisor.

Please include cover letter with resume and apply at www.streethopetn.org/careers.