



## American Baptist Home Mission Societies (ABHMS) is Searching for a Director of Fundraising

**American Baptist Home Mission Societies (ABHMS)** is conducting a national search for an experienced **Director of Fundraising** to implement and conduct an ongoing nationwide program to develop donor relations and secure major gifts.

Founded in 1832, ABHMS has a long history of meeting human needs and empowering individuals, institutions, churches and communities to share faith, concern and resources to improve the quality of life for all people. ABHMS has done this through supporting education, providing scholarship assistance, publishing Christian resources, funding churches and community centers, counseling and chaplaincy services, intercultural programs, support for immigrants and refugees, advocacy and intervention on behalf of persons living with disabilities, living in poverty, children, senior adults, immigrants, refugees, prisoners and ex-offenders, victims of disasters, and much more.

### **Overview of the Director of Fundraising Position**

ABHMS seeks an experienced, entrepreneurial, effective and certified fundraising expert with a strong track record in all aspects of fundraising, including major individual gifts, corporations, foundations, events and campaigns, direct appeals online/social media and other arenas. **The Director of Fundraising** will have demonstrated experience in relationship development among major donors and the capacity to develop innovative ideas to cultivate support from a broad segment of prospective donors. She/he will renew and revitalize long-term legacy donors while also seeking new donor constituencies for ABHMS.

Fundraising will support ABHMS' overall mission, vision and strategic priorities identified in the agency's strategic plan, including the annual budget and financial goals. Candidates should recognize that ABHMS is a Christian agency that values faith-sharing and agree that they will do nothing as an employee of ABHMS to compromise its religious mission.

**The Director of Fundraising** will report to the Executive Director/CEO of ABHMS and will be a member of the organization's Leadership Team. This position is full-time and based in the ABHMS corporate office. Residency within commuting distance of the King of Prussia corporate office is required. Frequent travel nationally involving automobiles, trains and airplanes will be necessary with evening and weekend work required.

### **Summary of Essential Responsibilities**

- Secure diverse types of support including cash contributions, in-kind goods and services, sponsorships, workplace contributions, pledges, stock gifts, grant awards, bequests and planned gifts.
- Raise funds through outright and deferred gifts according to annual and long-term revenue goals.
- Target and secure revenue goals for each constituency group: individuals, foundations, corporations, religious and civic organizations, and others, while also arranging meetings between donors and staff, the CEO, and Board members.
- Develop and nurture a Donor Portfolio, donor relationships and communication and maintaining accurate and timely donor records, including prompt and accurate acknowledgement of donor contributions.
- Plan and oversee donor appreciation and recognition activities.
- Analyze and prepare regular reports on the success of funds development efforts as well as propose course corrections as needed to the CEO and CFO.
- Ensure all staff, Board members and volunteer speakers are trained and equipped to speak on behalf of ABHMS.
- Collaborate with the Executive Director, and Directors of Communications and Integrated Marketing to effectively integrate communications activities with fundraising objectives.
- Provide overall leadership to the members of the Development and Mission Advancement Team including developing goals, prioritizing workload, supervising activities, providing regular training, mentoring and offering performance coaching.

### **Skills, experiences, education and competencies of the successful candidate**

- Deep appreciation for the mission, vision, values and goals of ABHMS.
- 5+ years demonstrated success in planning, executing and closing personal solicitations at the five and six-figure and above levels.
- Proven record of success in identifying prospects, securing necessary appointments, cultivating and maintaining productive donor relationships.
- CFRE who is a mission and value-driven leader required.
- Excellent oral, written and presentation skills and the ability to interact effectively in diverse cultural, social, economic and professional contexts while exhibiting the highest standards of professionalism and performance.
- Passion for and engagement with the mission and program life of ABHMS and its extended connections.

- Professional commitment to the funds development industry as evidenced through ethical standards, knowledge and performance of best practices through ongoing CFRE training and credentialing.
- Competency working in a large, culturally diverse and complex faith-based setting.
- Professional capacity to engage executives, faith leaders, program directors and diverse stakeholders in cultivating a vibrant philanthropic culture.
- Possess these valued personal traits: integrity, enthusiasm, team player, personal religious faith, good listening skills, attention to detail and thoughtfulness toward others.
- Creativity, critical thinking, consistency of output, and strategic planning of work are required for success.
- Highly organized, multi-tasker with strong project management and time management skills.
- Proficiency with Microsoft Office software and Internet applications required.
- Master's degree from an accredited college/university or equivalent work experience in the non-profit sector required.
- Ability to remain current with fundraising trends and tools required.
- Ability to travel at least 25% of the time, including working weekends and evenings.

ABHMS is a great place to work! ABHMS is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

We offer an excellent compensation package. The total rewards package includes salary and a generous selection of benefits: comprehensive health insurance (medical, vision, Rx and dental), a generous amount of both paid vacation and paid sick time, a rich assortment of paid holidays plus employer-provided funds into a fully-vested 403b).

ABHMS provides staff with the support needed to continue to develop knowledge, skills and abilities along their chosen career path consistent with ABHMS' missional priorities and objectives. We offer a safe, professional work environment located at 588 North Gulph Road in King of Prussia, PA.

This position is open immediately. We will begin reviewing application by March 30, 2018. Kindly provide a Letter, Resumé, Professional References and any additional relevant information demonstrating a successful record in fundraising.

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