



Job Opportunity

Director, Major Gifts

Location	Hybrid or Remote within US (only from the following states: CO, FL, GA, MI, MO, OR, SC, TN, TX, VA, & WI).
Department	National Philanthropy Group (NPG)
Supervisor	Sr. Director, Major Gifts
Type	Salaried, Full-time

JOB PURPOSE

The Director of Major Gifts is a member of the National Philanthropy Group and is responsible for securing financial resources for Living Water International. The primary focus is meeting and working with donors and prospects with significant giving capacity to accomplish their giving objectives in the form of annual giving, major and planned gifts. The Major Gift team members will engage in and be responsible for all aspects of the donor development cycle including donor identification, cultivation, and solicitation. He/She will also work closely with other teammates on donor activation strategies that encourage renewals and upgrades of current donors. This income-generating position reports directly to the Senior Director of Major Gifts under the strategic vision of the VP of Philanthropy.

CORE CHARACTERISTICS

These principles guide and identify us as colleagues and representatives of Living Water:

- Honor God
- Develop People
- Pursue Excellence
- Be Good Stewards

KEY TASKS AND RESPONSIBILITIES

- Identify major gift prospects. Analyze and predict donor's propensity, capacity and enthusiasm to give. Gather pertinent data alongside the prospective researcher to determine the best candidates for the major gifts program.
- Cultivate major gift prospects, investing the necessary time and energy to build relationships designed to understand the donor/prospect goals with the expressed purpose of alignment with the organization's mission and objectives.
- Solicit major gift prospects, maintaining a leads database. Moving prospective major donors along the donor pipeline ready to receive an appropriate ask based upon donor intent and interest.
- Stewardship of major gift donors. Develop stewardship strategies that continue the major gift relationship for future gifts and planned giving opportunities working directly with other Philanthropy team members on execution.
- Manage a portfolio of approximately 150 qualified relationships, and apply a moves management approach to the portfolio, with a custom cultivation strategy for each donor, Church or organization.

- Execute and report on quarterly/annual fundraising plans, donor solicitations identification, cultivation, campaigns (capital and annual) and stewardship efforts.
- Work collaboratively, under the direction of the Senior Director of Major Gifts to accomplish individual, team and organization funding goals.
- Track prospects and donor contacts in portfolio using organization tools and tracking methods via Salesforce.
- Working with Philanthropy Operations, ensure that all donor information entry, storage and special requests are recorded and accomplished.
- Continually update and correct database records for individuals, organizations and churches.

EDUCATION / EXPERIENCE / SKILLS

- Bachelor's degree required, or 8 years of relevant experience
- Minimum of 5 years of verifiable track record of donor relations and major gift solicitation
- Strong networking capabilities
- Experience interacting with churches and or other faith-based organizations
- Multi-cultural communication skills and experience
- Must be a self-starter who regularly sets and achieves activity and results-driven goals
- Able to manage stress in a healthy manner
- Ability and willingness to travel domestically and internationally (25-40%)

More about Living Water

Living Water International exists to demonstrate the love of God by helping communities acquire desperately needed clean water and to experience “living water”—the gospel of Jesus Christ—which alone satisfies the deepest thirst. We mobilize churches and communities through water access, sanitation, and hygiene (WASH) interventions to increase the physical, spiritual, and social wellbeing of the most vulnerable in communities around the world. With over 300 global staff, we currently work in 16 countries and have provided access to safe water to nearly 6.5 million people.

We Offer

- Generous PTO, vacation, and holidays
- Retirement/403(b) with match
- Medical, vision and dental benefits
- Group Life, STD, LTD, AD&D, Employee Assistance Program (Employer paid)
- Opportunities for professional development
- Spiritual care and formation program
- Casual dress code

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