



CHRISTIAN UNION

*Developing Christian Leaders
to Transform Culture*

Director of Development - (4) Positions Open

Organizational Background

Christian Union was formed in 2002 for the purpose, by God's power and with the help of other ministries, to change the world by bringing sweeping spiritual transformation to nation's most strategic universities, thereby developing and mobilizing godly leadership for all sectors of society. The ministry is growing fast and is in need of dynamic and energetic Christians desirous of expanding the knowledge of Jesus Christ in these institutions.

By God's grace, Christian Union is changing culture by discipling, mentoring and training future leaders at the most strategic universities in America, and by building networks of engaged Christian leaders in cities. Our work and development efforts take place at Princeton, UPenn, Harvard, Harvard Law, Brown, Columbia, Dartmouth, Cornell, Stanford University and in New York City.

For more information, please see www.ChristianUnion.org.

Position Summary

The Director of Development is responsible for cultivating relationships with alumni, friends and financial partners of Christian Union in support of our efforts nationally.

Reporting to the Associate Vice President for Strategic Gifts, the Director of Development is responsible for cultivating, soliciting, and stewarding financial partners of the institution to meet fundraising goals as part of its comprehensive development program. The Director of Development will serve in a central fundraising capacity and have the opportunity to work with a diverse set of alumni, University partners, faculty, ministry directors and colleagues across the institution. S/he will focus his or her efforts on closing gifts of \$50,000 and above.

It is expected that the Director of Development will actively manage a portfolio of prospects and donors, make a minimum of 15 qualified visits per month, and meet defined fundraising goals each fiscal year. Some travel is expected to key areas of the country where donor partners reside.



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Key Duties in order of importance and estimation of time:

The Director of Development is a key member of the Development team, under the leadership of the Vice President. This individual will demonstrate leadership capabilities essential to the execution of a successful fundraising campaign effort. Key responsibilities and performance indicators include:

1. Executes fundraising campaign strategy and overall responsibility for the cultivation, solicitation, and stewardship of donors in assigned areas. Accountable for achieving fundraising goals, including meeting attendance, solicitations and dollars raised. Manages a portfolio of 150 prospects. Solicits gifts in support of funding priorities for Christian Union and its programs. (75%)
2. Collaborates with internal constituencies on strategy and implementation of campaign efforts. Works closely with the annual giving, advancement services, event planning, research, and alumni relations departments with a focus on transparency across units and collaborative fundraising to maximize giving potential across units. (15%)
3. Assists in organization and management of the regional events in support of the overall development strategy. (10%)
4. Other duties as assigned by the Assistant Vice President.

Education, experience and necessary skills:

- Bachelor's degree required, advanced degree preferred. Fundraising experience and 3 to 4 years of progressively responsible experience in an institutional setting is required, preferably in higher education or Christian Ministry. Understanding of philanthropy and fundraising programs.
- Superior interpersonal skills with proven ability to successfully interact and collaborate with varied constituencies in a professional manner, including organizational leadership. Excellent written and oral communication skills and demonstrated tact and diplomacy in working with a wide variety of personalities. High degree of professionalism, ethical sensitivity and discretion; ability to maintain a commitment to confidentiality; good judgment and proven responsible decision-making skills.
- Strong organizational and analytical skills with ability to initiate, analyze, monitor, evaluate and advance strategic plans. Ability to lead groups and projects as well as function as part of a collaborative team.
- Ability to manage multiple projects and priorities and meet challenging and changing deadlines. Ability to travel and work occasional evenings and weekends.

If interested, please send a resume and cover letter to developmentopportunities@christianunion.org



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