



## JOB DESCRIPTION

CLASSIFICATION:	Exempt/Salary
POSITION:	Director of Growth Strategies/Major Donor Relations
EMPLOYMENT STATUS:	Full Time
SUPERVISOR:	CEO/President, Founder
ALIGNS CLOSELY WITH:	Donors Director of Marketing & Comms Growth Strategies Manager

### POSITION OVERVIEW:

Reporting to the President, the **Director of Growth Strategies/Major Donor Relations** serves as a key leadership team member and an active participant in making strategic decisions affecting SHI. In partnership with the President, this position is responsible for designing and implementing a comprehensive growth plan for gaining financial support. The position includes oversight of fundraising activities and the coordination and implementation of related and supporting awareness activities. The successful candidate will help forge new relationships to build SHI's Financial position.

This position will be responsible for increasing the number of donors and revenue for SHI through the acquisition of donors; new grants; and corporate and foundation support.

S/he will provide strategic planning, implementation and oversight of strategic initiatives to secure major financial support for Shared Hope International through building personal relationships with major gift donors/prospects, corporations, and foundations. S/he will stay current with industry techniques and processes for the purpose of cultivating major donor prospects.

It is expected that the amount raised by SHI will increase in future years as the **Director of Growth Strategies/Major Donor Relations** systematically and effectively strengthens the organization's overall fundraising capacity. SHI operates on a team structure and the **Director of Growth Strategies/Major Donor Relations** will play leadership and supporting roles on several of these teams.

## RESPONSIBILITIES:

- Actively work with the President, Board of Directors and senior staff to develop and implement a comprehensive growth strategy that includes all channels of potential expansion of financial position.
- Oversee the Growth Strategies Team.
- Carries a caseload of major donor and major donor prospects. This includes significant travel, visits and other forms of communications with individuals on caseload.
- Manage and trains others on Shared Hopes team to research, craft cultivation strategies, and solicit major donors.
- Manages legacy giving program.
- Oversees Grant development.

## QUALIFICATIONS:

- A minimum of 5-7 years nonprofit and professional business experience in an organization of similar size with demonstrated success in a development function (managing and forging relationships with multiple donor sources).
- Bachelor's degree required; Master's degree preferred
- Experience managing staffs and teams.
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of individuals.
- Strong computer skills including Microsoft Word, Excel, PowerPoint, Publisher and Outlook. Adept in use of donor contact management systems with preference given for knowledge of Salesforce. Pardot and WordPress familiarity.
- Experience with and understanding of financial reporting
- Strong organizational skills, detail orientation and ability to multi-task.
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical Fundraising initiatives
- Self-motivated and capable of working independently and meeting deadlines. Willingness and ability to put in long hours, evenings, and weekends as needed to accomplish organizational mission.
- Willing to travel as needed.
- A passionate concern for women and children in crisis and for the eradication of sexual slavery

Our organization's culture is important to us. Successful candidates will identify easily with a set of character attributes, as listed below:

- **A Communicator:** You possess strong communication skills and have been told you have good customer service skills; you like people and want to help.
- **A Critical Thinker:** You have a mind that regularly looks for ways to find efficiencies, innovate, and make improvements where you can.

- **Process-Orientated:** You're able to understand, work in, create, and improve processes.
- **A Collaborator:** You are a team player and relationship builder whose "can-do" attitude inspires others while working together to solve problems to meet organizational needs.
- **Someone Who Seeks to Learn:** You are eager to listen, study, and learn new things quickly; you are resourceful and are open to regularly accepting and growing from feedback.
- **Entrepreneurial:** You have proven success working in a fast-paced and changing environment; you are excited to play in a space where you're adding value to the organization and its mission.

### **ABOUT SHARED HOPE:**

Shared Hope International is dedicated to bringing an end to sex trafficking through our three-pronged approach – prevent, restore, and bring justice. More information can be found at [www.sharedhope.org](http://www.sharedhope.org).

### **TO APPLY:**

Qualified candidates should email to [jobs@sharedhope.org](mailto:jobs@sharedhope.org):

- 1) Cover letter
- 2) Resume
- 3) A list of three (3) professional references with contact information (name, phone, and email address).

Interviews of all qualified applicants will be in-person at SHI's Vancouver, WA office. Shared Hope cannot pay or reimburse travel costs for interviewees. The desired start date will be determined based upon applicant's availability.

### **SALARY AND BENEFITS:**

Salary to be determined based upon education and experience with annual performance-based salary increases. SHI's full-time employee benefits include 401K employer match up to 3% of your salary, health insurance benefits with \$100/month employee contribution, eight paid holidays and a generous PTO policy.