



chariotsforhope

Development Director

Chariots for Hope shares the hope in Christ by loving Kenyan children through Christian discipleship and long-term physical, emotional, and educational care and provision. Chariots' vision is to create a transformed future Kenya where children have escaped poverty and committed their lives to Christ.

Position Title: Development Director

Reports to: Chief Executive Officer

Salary Classification: Base salary of \$70,000, negotiable depending on experience. Full-time (40 hours per week) position with benefits.

Overall Role: The Development Director will create, plan, and implement an effective fundraising model, and will help build the development and fundraising strategy to provide for the short and long-term needs of the organization. While some flexibility is available, this position is expected to work regularly from the Chariots for Hope U.S. office in Dresher, PA.

Critical Skills: Fundraising
Communication
Relationship-Building
Teamwork

Principal Responsibilities:

1. Tenaciously uncover new potential revenue streams and consistently cultivate and follow up on new opportunities to grow resources. Act upon opportunities to walk alongside givers in their giving journey and serve as a coach, prayer partner, or cause advocate. Champion fundraising and set a culture of stewardship among staff, volunteers, and board.
2. Provide detailed fundraising progress reports to the CEO on a weekly basis and input pertinent donor information into CRM.
3. Have 175 meaningful touches (in-person meetings, phone calls, and virtual meetings) with donors annually, with the goal of developing relationships and increasing fundraising.
4. Pray for Chariots for Hope stakeholders on a regular basis.
5. Create and implement strategy to bring in new donors to Chariots for Hope on all levels while building relationships with existing donors.
6. In coordination with the CEO, prepare and manage the development budget.
7. Utilize leadership skills to determine the best methodology to achieve funding and resources.
 - a. Spearhead the strategy and implementation of fundraising events.
 - b. Set strategy and oversee implementation of fundraising communications. Communicate stories and programs in creative ways that will evoke a response from partners and donors, as well as attract new supporters.
 - c. Represent Chariots for Hope in speaking opportunities and public engagement.
 - d. Arrange for appropriate donor recognition.

Qualifications:

1. Be a mature Christian and faithful to the vision and mission of CFH.
2. Be a motivated self-starter who cares about CFH mission and stakeholders.
3. Able to work independently and self-manage to prayerfully achieve goals.
4. Be a servant leader, setting an example of and developing a fundraising culture for other staff, volunteers, and board members.
5. Experience with CRM platforms.
6. Bachelor's degree in business, non-profit management, or related field.
7. 3-5 years experience in development.
8. Exhibit integrity in dealing with confidential donor, child, and financial information.
9. Work in collaboration with a diverse group of people across cultures.
10. Be a team player and flexible.

Application Process

Qualified candidates are encouraged to submit a cover letter and resume to CFH CEO Mark Wakeman, by email to wakeman@chariotsforhope.org Applications will be accepted until position is filled.