

## **Director of Development (DOD)**

Evangelical faith-based ministry serving at-risk men, women and children

**The organization** – Founded in Cincinnati in 1986, the Foundation of Compassionate American Samaritans (FOCAS) is an evangelical faith-based nonprofit serving the Greater Cincinnati/Northern Kentucky area with multiple ministries including The Lord's Gyms, The Street Outreach Ministry (STORM), and The Family Activity Center. About its statement of faith and outreach visit, [www.LordsGymMinistries.org](http://www.LordsGymMinistries.org)

**The opportunity** – Reporting to the Executive Director and guiding two direct reports, the DOD will be responsible for developing and assertively implementing multiple funding strategies to sustain and continue to build charitable support of FOCAS's three outreach ministries making a difference in the lives of at-risk men, women and children of the tristate. By engaging sponsors in ongoing activities and leveraging key relationships within and outside Greater Cincinnati/Northern Kentucky, the DOD will bring inspired leadership and responsibility securing sustained funding toward a \$2.5MM budget.

**Among the responsibilities** – Be sensitive to the Spirit's leading in all circumstances as it relates to fundraising and maintaining highest integrity standards and use of donors' funds in building the kingdom of God in adherence to the standards of ECFA. *Additionally . . .*

- Growing individual donor base; managing and executing annual community awareness giving campaign, and events.
- Develop and oversee comprehensive marketing and public relations strategies.
- Nurture annual and major gift relationships with current and potential corporate and foundation sponsors.
- Oversee grant proposals and reports to corporate, foundation, and government funders.
- Oversee effective and appropriate use of social media, newsletters, and individual meetings.
- Train and lead staff in personal support fundraising and marketing efforts as appropriate.
- Share in some level of ministry with FOCAS patrons on a weekly basis.

**Highlights of requirements** – First and foremost, Believer in Christ. *Additionally . . .*

- Nonprofit development and fundraising experience a must.
- Bachelor's degree or equivalent prior experience.
- Demonstrated track record of ability to achieve annual charitable revenues.
- Exemplary interpersonal, oral, and written communication skills.
- Experience understanding and working across multi-generational givers and with senior level executives.
- High energy, positive, "can-do" attitude, flexibility, work independently while being a team player.
- Working knowledge of leveraging AI in fundraising.
- Competency in computer skills and database software programs.

**Benefits** – Among the competitive benefits package, FOCAS provides health, life, and long-term disability insurance coverage, 403(b) Simple IRA with discretionary match, 10 vacation days, seven paid holidays, car allowance and more. Commensurate with experience, the starting annual salary range is \$65,000 - \$75,000.

**Apply** – With resume, please email personalized cover letter to [jody@theyunkergroup.com](mailto:jody@theyunkergroup.com) explaining why you believe God is leading you to pursue this opportunity. ALL responses will be afforded careful review on a rolling basis until the position is filled. Confidentiality guaranteed all inquiries and candidates.