



Development Manager Major Gifts

Christ In Youth
2201 N. Main St.
Joplin, MO 64801
417.781.2273

Purpose: The Development Manager – Major Gifts advances the mission of Christ In Youth by building and stewarding relationships with major donors and church partners to secure significant financial support. Through strategic engagement and collaboration, this role ensures partner generosity aligns with CIY’s vision, fueling growth and impact for the next generation of Kingdom Workers.

Missional Alignment: Generates connections and cultivates generosity among CIY partners that empower young people to have opportunities to hear the Gospel and call to Kingdom Work.

Reports to: VP, Story

Roles

1. Cultivate and manage a portfolio of giving level prospects (\$5,000+ gifts) that drives growth.
2. Research and recruit churches who attend CIY events, leading them toward financial partner opportunities.
3. Build meaningful relationships with donors through routine, personalized engagement strategies.
4. Conduct one-on-one donor meetings, including face-to-face visits, phone calls, and virtual meetings.
5. Maintain regular communication with major donors, providing updates on impact, gratitude, and engagement opportunities.
6. Partner with program staff to understand mission. Host financial partners at events regularly.
7. Collaborate with development team to maximize holistic donor engagement through a cohesive strategy.
8. Serve as an ambassador for the organization at events, conferences, and networking opportunities.
9. Regular networking activities in local community to foster new relationships.

Qualifications

1. Must be committed to the mission of Christ In Youth.
2. Bachelor’s degree preferred, 7+ years of experience in non-profit/church leadership required.
3. A proven track record of strong relationship-building and communication skills is required.
4. Due to the nature of the role, candidates are not able to actively fundraise for other organizations.
5. Committed to ongoing professional development, including pursuing or being willing to pursue additional training or certifications in fundraising (e.g., CFRE, AFP courses, or other relevant credentials).
6. Must be an innovator and creator. Willing to work with an emerging team to build a new system.
7. Able to roll with changes, approach every day with a “Yes, And” mentality.
8. Relationship-minded, people-first, with a passion for discipling others toward generosity.
9. Proficient with Office suite, willing to learn CIY’s development database, Raiser’s Edge NXT.
10. Must live in submission to CIY’s Culture Statement (see Cultural Expectations).

Time

1. Full-time, exempt
2. Must be able to attend weekly team meetings, remote if necessary.
3. 40-hour work week expected with flexible office hours
4. Development-focused travel required, up to 80 nights/year.

Cultural Expectations

At CIY, we uphold the following attitudes under the banner of Servant Leadership Theory. These attitudes are our guiding principles, and we are passionate about living them out in our work.

1. Live by the Spirit - Galatians 5:22-26; Philippians 2:1-5; 1 Corinthians 2:3-5
2. See the Imago Dei - Genesis 1:26-27; Romans 8:29; Ephesians 4:22-24
3. Own our Outcomes - Colossians 3:23-24; Galatians 6:4-5; 1 Thessalonians 4:11-12; Ephesians 4:2-
4. Collaborate with Purpose - Ecclesiastes 4:9-10; 1 Corinthians 12:14-21; Romans 12:4-5; Proverbs 15:2
5. Play it Forward - Proverbs 17:22; Ecclesiastes 3:12-13; Psalm 126:2; Romans 12:11; Philippians 4:4

I recognize that by adhering to the above values, the decisions we make will positively impact Christ’s Kingdom, Student Ministry, our Programs, our Customers and the organization of Christ In Youth.

To apply, please email a resume and portfolio to ciyhr@ciy.com