



# Senior Development Officer

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

**Purpose:** To lead strategy and execution of CIY's fundraising efforts. SDO will primarily be tasked with creating a culture of philanthropy in CIY's network through the development of relationships with donors, churches, and foundations.

**Missional Alignment:** Connected to the Church is a CIY core value. This leader will work alongside all levels of CIY leadership to bring individuals and churches into the work of CIY's mission.

**Reports to:** VP, Story

## Primary Responsibilities

1. Ensure CIY's development strategy is carried out by leading the team through strategy development, regular evaluations, and accountability measures.
2. Work alongside President and VP of Story to foster relationships with high-capacity givers and align the development strategy with organizational goals and mission.
3. Identify and cultivate relationships with key donors and organizations, maintain a portfolio of high-capacity partners.
4. Lead the development team, investing in the individuals professionally and personally.
5. Effectively implement a variety of fundraising activities, including personal solicitations, preparation of high-quality proposals, grant reports and donor communications, execution of fundraising events, donor stewardship, and implementation of regular fund appeals.
6. Steward and manage the revenue and expense budgets for fundraising efforts.
7. Work with Story longitude leadership (church relations and marketing) to develop fundraising materials, events, and outreach activities, maintaining a constant branding image throughout.
8. Partner with the President to create deeper and new relationships with high-giving capacity constituents.
9. Create and execute a strategy for a large, sustained base of annual individual donors.

## Qualifications

1. Must be committed to the mission of Christ In Youth.
2. Must be a servant leader who works best while collaborating under pressure, making everyone better along the way.
3. Excellent storyteller with a passion for fun ideas.
4. Bachelor's degree in PR, communications, or related field preferred but not required.
5. Progressive track record of cultivating, managing and leading major gift campaigns, managing and forging relationships with multiple donor sources, and demonstrated ability to solicit and secure significant major gifts.
6. Minimum five years experience in fundraising required.
7. Familiarity and experience with Non-profit CRM tools. Experience with Blackbaud Raiser's Edge NXT is a plus.
8. Must live in submission to CIY's Culture Statement (see Cultural Expectations).

## Time

1. 40 hours/week
2. Up to eighty (80) days of travel per year expected
3. Salary, exempt position
4. Open to remote work, but Joplin based is preferred.

## Benefits

As outlined in the Policy Manual and Contract

## 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

These five attitudes are our foundational values, and we are committed to upholding them in all that we do. At CIY, we are proud to work in an organization that embodies these attitudes, and we invite all our staff to sign this document and join us in this pursuit of excellence.