



HopeNet Development Director Job Description

Passionate about mission, people and fundraising? HopeNet transforms lives through coaching and counseling in a warm supportive environment. The HopeNet Development Director fundraises to make professional coaching and counseling possible for people who otherwise cannot afford it.

Key responsibilities include identifying, cultivating, soliciting and stewarding donors matching philanthropy passion to purpose. Strategic skills include planning, project management and team building expertise. Technical skills demonstrate proficiency in Excel Microsoft, social media and donor software- Raisers Edge preferred. Communication skills require accuracy and winsomeness of written content and social skills to foster relationships with business and young professionals, philanthropists, pastoral staff and parishioners. Committed to Christian care and mental health, candidates without a passion for the faith based mission of HopeNet need not apply.

Base salary with incentive salary package. Incentive includes non-financial and financial indicators of performance applied as a percent of base salary. HopeNet compensation for fundraising and development employees follow the standards in the Association of Fundraising Professionals (AFP) Code of Ethical Principles and Standards. No health benefits are currently available.

KEY ACTIVITIES:

- Develop, implement and oversee fundraising strategic plan and development calendar to meet development goals.
- Cultivate relationships with existing donors, securing targeted fiscal goals from private individuals, corporations, churches and foundations.
- Cultivate group memberships as HopeNet staff liaison at meetings and gatherings.
- Develop and foster church missional support.
- Develop portfolio of prospects through identification, cultivation and solicitation, increasing new donors while captivating the donor's philanthropy philosophy for exponential impact.
- Plan and coordinate fundraising and awareness events designed to meet annual target; equipping, recruiting and overseeing event volunteers.
- Attend community awareness mixers and church meetings, providing presentations as requested. Initiate and provide guest tours as needed.
- Maintain Raiser's Edge Next Donor software for record keeping, targeting appeals, statistical reporting and acknowledgments.
- Assist Communications Director with key marketing relationships and communications including social media, developing and maintain key relationships with media.
- Interface with and support Board Members on Donor Relations and Event Committees.

About HopeNet, Inc.

Founded in 1991, HopeNet, Inc. is a non-profit organization providing coaching and counseling services on a sliding scale. Coaching helps people move forward exponentially, counseling provides emotional healing. HopeNet served over 3000 people in the Wichita area in 2018. The current operating budget is over \$700K. Persons passionate about the benefits of mental health practices and desire to equip the church community will find HopeNet an ideal place to serve.

To apply, email resume with faith and understanding of mental health to info@hopenetwichita.org attention Development.