



## Seeking Leaders to Take the Gospel to Women Worldwide

Do you have a heart to share the Gospel? Are you burdened to help women start a relationship with the God of the Universe through His Son Jesus Christ? Are you the kind of person who likes to grow a movement?

Are you looking for us?

We are looking for you!

Stonecroft began 80 years ago when one woman, Helen Duff Baugh, started 24 women's prayer groups to ask God to reveal "new avenues by which to share His love" with others. God answered and Stonecroft was born. Since then, we have equipped tens of thousands of women to take the Gospel to their friends, neighbors, and coworkers – in the United States and around the world. Stonecroft volunteers pray, host outreach events and activities, form small groups and Bible Studies for outreach, and learn to share Jesus one-on-one.

We take the Gospel to women where they are – not expecting them to come to us or visit church, and to women as they are – whatever place or stage of life, not expecting them to change for God's approval, knowing He will transform them in wonderful ways.

Join Stonecroft's great adventure as we engage thousands of young and diverse volunteers, as we increase our impact for the Gospel here and abroad, and as perhaps God uses us to spark revival!

We are looking for people who will grow with us, those with a passion for the Gospel and an insightful knowledge of how to reach their nonbelieving peers – through social media, small groups, in one-on-one situations – whatever it takes.

We have immediate needs for full-time, paid staff members, as outlined in the attached Job Description – but this is just the start.

Begin today. Get to know us at our website [www.stonecroft.org](http://www.stonecroft.org). There you will find job listings and an application to download and complete. Send your résumé and cover letter and completed application to [mcole@stonecroft.org](mailto:mcole@stonecroft.org)



## Stonecroft Ministries Donor Engagement Director

**Brief Description of Position:** This is a full-time position responsible for implementing donor development strategies to attain the annual fundraising plan goals.

**Job Title:** Donor Engagement Director

**Department:** Stewardship

**Reports To:** President / CEO

**Classification:** Full Time Exempt

- Competitive Salary
- Comprehensive benefit package including health, life, dental, vision, 401(k) with employer match
- Generous paid time off
- Dedicated and passionate staff

**Position Summary:** Reporting to the President / Chief Executive Officer, the Donor Engagement Director will serve a portfolio of approximately 125 major and rising donors in the U.S. The position will be responsible for donor cultivation, lift and retention, and will ensure that donors are invited to participate and engage in the community and work of Stonecroft.

### Essential Duties and Responsibilities:

1. Manage relationships with approximately 125 major donors and major donor prospects and qualify, cultivate, solicit and steward these relationships through excellent planning and moves management disciplines.
2. Solicit gifts of \$5,000 and higher from current major donors and cultivate major gifts from major donor prospects.
3. Achieve your individual fundraising and SMART Goals and contribute to Stonecroft's overall annual fundraising goals.
4. Achieve monthly activity standards as the catalyst for deepening levels of engagement with donors.
5. Steward and acknowledge donor gifts in a timely and personally appropriate manner, ensuring that donors feel appreciated and understand the significance of their gifts and partnership.
6. Perform all related administrative duties including ensuring that records/contacts on the Blackbaud Raiser's Edge software database are maintained accurately and continuously entered, and all financial and administrative reports are submitted in a timely manner.
7. Adhere to established procedures for tracking calls, visits, asks, notes, and donor communication toward developing, retaining, and lifting donors.
8. Represent Stonecroft Ministries at internal and external donor events.
9. Ensure compliance with all relevant regulations and laws. Maintain accountability standards to donors and ensure compliance with code of ethical principles and standards.
10. Perform all other duties assigned by supervisor.

**Qualifications:**

1. Follow policies and procedures stated in the Stonecroft Ministries Handbook.  
High energy and passion for Stonecroft's mission is essential.
2. A personal and growing relationship with the Lord Jesus Christ which is communicated through word and actions. Understanding of the biblical call to a generous life and the ministry of fundraising.
3. Highly energetic and relational professional with a track record of building donor relationships and closing gifts in the five- and six-figure range.
4. Experience managing and leveraging regional events for donor cultivation.
5. Experience in facilitating donor engagement with ministry executives as a cultivation tool.
6. Adherence to the highest ethical standards; demonstrates empathetic disposition and perseverance; reflects optimistic and positive attitude, and conveys sensitivity to needs of donors.
7. Bachelor's degree preferred.
8. Ability to travel up to 40% of the time.
9. Five years professional experience in nonprofit organizations with demonstrated success in a development role (managing and forging relationships with multiple donor sources).
10. Ability to implement the annual strategic development plan.
11. Ability to work independently and as a team player; productively engage with others at varying levels of seniority and within diverse cultures within and outside Stonecroft.
12. Proficient in use of Microsoft Office including Word, Excel, PowerPoint, and other modules.
13. Ability to use donor management database systems, including Blackbaud Raiser's Edge.
14. Strong organizational and time management skills with exceptional attention to detail.
15. Flexible and adaptable style; someone who can positively impact both strategic and tactical fundraising initiatives.
16. Excellent communication skills, both written and oral, small and large group.

**Physical Demands:**

1. Frequently operates a computer, tablet, and other electronic devices.
2. Must be able to frequently communicate with people face-to-face, by phone and through e-mail – individually and in groups.
3. Must be able to travel by car, airplane, and other modes of transportation up to 40 percent of work hours.

This job description is a general guide for work behavior and is not intended to be a comprehensive listing of all job duties. Therefore, it is also not, nor can it be implied to be, a contract of employment. The contents of this job description may be changed without notice, and employment may be terminated by either party at will.

