



Job Description Donor Strategist Consultant

Reports to Founder and CEO, Danya Jordan

Job Summary:

- Create and develop Cases for Support content and faith raising/fundraising strategies for clients.
- Develop relationships with a small portfolio of major donors/prospects for new clients.
- Generate ideas and research industry trends to enhance the major donor interest in gifts to the Ministry clients.
- Effectively strategize and steward high capacity relationships and develop new, long-term relationships that align the donors' desires and abilities with God's mission for the client(s).
- As a highly visible representative of Blessings Brokers and our clients, demonstrate outstanding performance in positively representing the client and Blessings Brokers for internal meetings and to key members of the community.
- Research and create Donor Profiles for effective Ministry client donor stewardship and cultivation.
- Call Ministry donors as a part of various giving campaigns such as end of year, capital, matching, and lapsed.
- Perform Donor data analysis as a part of onboarding new Ministry clients.
- Meet virtually with clients and create overall donor development strategy.

Minimum Qualifications:

Required:

- **Deep, unapologetic Christian Faith demonstrated.**
- Demonstrated excellence in oral and written skills.
- Demonstrated ability to use all Google and Microsoft programs, basic timekeeping systems and have knowledge of website and graphic programs
- High degree of accuracy and attention to detail
- Understanding of and commitment to the mission of Blessings Brokers
- Effective organizational, time leadership, planning, communication and interpersonal skills
- Must have high level of integrity



- Must exhibit skills to collaborate with and achieve actionable results with others in the organization
- High degree of accuracy and attention to detail
- Bachelor's Degree (with a Master's and/or CFRE preferred) plus a minimum of 5 years fundraising and/or high level sales experience with proven success record or business experience.
- Fundraising experience must include a clearly positive track record in annual fund and major gift solicitation and success in securing five, six and seven-figure gifts.
- Knowledge of the local community and non-profit sector is highly desired.
- Successful applicant must demonstrate an ability to independently develop and implement strategies and sustain donor relationships over time.
- The Consultant will work remotely and go to Blessings Brokers headquarters to meet once a quarter or as needed.
- Experience with a wide variety of fundraising concepts.
- Self-starter

Licensure/Certification: CFRE preferred

Other:

- Ability to work independently, but also function as a part of a team and contribute to the goals of the full team.
- Other duties as assigned

Work Demands/Environment:

- Frequent sitting. May require long periods of working at a computer.
- Car and Air Travel may occur quarterly as Blessings Brokers meetings and Cultivation events are planned.
- Constant talking or interaction with people.
- Must be able (where needed) to communicate with donors and prospects by phone and mail to determine funding guidelines and most effective process to secure new or renewed funding.
- May require occasional weekend events but rare.
- Must maintain a professional appearance.

Please provide a resume and cover letter by May 1st to Nicole McAllister, nicole@blessingsbrokers.com