



## Position Profile

Director of Special Gifts

Raleigh, North Carolina

Every child deserves a chance, and in every encounter with a child or family, the Methodist Home for Children's goal is to equip them to succeed. This commitment to North Carolina's children and families dates back to 1899 with its founding in Raleigh as a traditional, campus-based orphanage serving children referred by local Methodist churches. Still headquartered in Raleigh, the Methodist Home for Children has grown into a statewide agency and recognized leader in providing early childhood, family preservation, adoption, foster care, and juvenile justice services to children and families regardless of their religion, race, or socioeconomic status.

With an annual operating budget of \$22 million and a \$20 million endowment, the Methodist Home for Children is positioned to expand on its mission of building strengths, nurturing hopes and goals, and preparing all in its care to shape their own futures. For more information about Methodist Home for Children, please visit <http://mhfc.org>.

## The Professional Opportunity

The Methodist Home for Children (MHC) is seeking a proven, innovative fundraiser to lead a strong major gifts program in support of its core mission and special projects. The Director of Special Gifts will strengthen MHC's philanthropic culture, bringing a major giving mindset to complement a robust, long-standing annual fundraising program.

Engaging with major donors and increasing philanthropic revenues are top priorities for MHC's leaders over the next three to five years. Specifically, MHC's plan calls for a \$500,000 per year increase in philanthropic giving, achieved in part by growth in major gift for annual support and special projects. The Director of Special Gifts also will lead capital and program expansion campaigns as identified and authorized by MHC leadership.

## Key Responsibilities

The primary focus of the position is to engage prospective donors in the mission and vision of the Methodist Home for Children. Reporting to the Vice President of Institutional Advancement, the Director of Special Gifts will plan, coordinate, and implement major gift efforts in support of agency priorities. This

seasoned fundraising professional works with Advancement team members and agency leaders to identify, cultivate, solicit, and steward individuals, churches, businesses, and foundations capable of making significant investments in MHC's mission.

The Director of Special Gifts will create and execute a disciplined moves management strategy expected to identify and engage with a portfolio of 100 +/- major gift prospects. Major gifts are defined as \$10,000 or more in annual support and \$50,000 or more for capital projects and program expansion. In addition to direct donor engagement activities, the Director of Special Gifts will also coordinate the involvement of key agency staff and board members in bringing donors and prospects to new levels of giving.

The anticipated day-to-day activities of the Director of Special Gifts will include:

- Calling, emailing, and visiting regularly with donors and prospects. Contact, visitation, and revenue targets will be set in conversations with the Vice President of Advancement during the onboarding process.
- Working collaboratively with board members, Advancement team members, and MHC program leadership to identify major gift opportunities and design donor engagement strategies.
- Determining appropriate timing and executing of cultivation and solicitation strategies.
- Drafting major gift proposal documents and recognition opportunities.
- Using donor and gift planning and marketing tools to track moves management activities.

### Attributes and Qualifications of the New Professional

The Director of Special Gifts must be committed to the Methodist Home for Children's mission and core values. In addition, he or she will be a professional with:

- A minimum of five years of demonstrable success meeting measures, including results closing major gifts.
- A passion for relationship-based fundraising, including an appreciation for the impact that faith, personal beliefs, and family values have on giving decisions.
- The ability to convey MHC's value to prospective donors using effective verbal and written means of communication.
- The ability to think strategically and creatively.
- Experience in donor management programs. MHC uses Donor Perfect and has recently purchased Crescendo planned giving software to assist with planned giving activities.
- The ability to multitask, meet deadlines and work productively with minimal supervision.
- A Bachelor's degree from an accredited institution; CFRE or ACRFE credentials are a plus.
- Willingness and availability to travel extensively across North Carolina, including regular visits with local church leaders and members, business owners, and foundation leaders.

## Application Process

To apply, upload a cover letter specific to the opportunity, resume, references, and salary requirements to [armstrongmcguire.com/apply](http://armstrongmcguire.com/apply). Email [bert@armstrongmcguire.com](mailto:bert@armstrongmcguire.com) in case of technical problems. No phone calls please. Applications will not be accepted via email or through third party sites. Preferred application deadline August 28, 2020.

Methodist Home for Children is an Equal Opportunity Employer.