



Position Description

MISSION: "We see the south metro church multiplying the Hope and Heartbeat of Jesus."

A. Job History:

Job Title: Development Director

Reports to (Title): Executive Director of Ministry Services Department: Ministry Services

Date Job Created: April 2018

HR USE ONLY:	<input checked="" type="checkbox"/> Exempt	<input type="checkbox"/> Non-exempt	Hours: 40 hours/week
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B. Strategic Role Summary:

This role will champion the donor development at Hosanna! and operate as the lead fundraiser, developing, communicating, encouraging and ministering to the congregation. The Development Director will manage a development program to resource current and future financial needs of Hosanna!

C. Key Responsibilities (Essential Output):

1	Design and implement donor strategies to grow income streams, including funds raised from individuals, institutional gifts, special events, endowments, etc.
2	Develop strong relationship with financial leaders and prospects within the congregation.
3	Develop and implement an annual development operational plan, communicating to the staff, key leaders and congregation as appropriate.
4	Responsible for developing and leading campaigns as needed to support campus growth and expansion.
5	Responsible for leading and overseeing Hosanna's giving initiative team, development process and all required measurements.
6	Responsible for recruiting, developing, equipping, encouraging and leading volunteers and or/teams of volunteers.
7	Other duties and responsibilities as assigned by supervisor.

D. Education/Experience:

	Required	Preferred	Major Course of Study/Description	Years of Exp.
HS Diploma/Equivalent	<input checked="" type="checkbox"/>	<input type="checkbox"/>		
Bachelor's Degree or Experience	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Fundraising, campaign and donor development	5-7 yrs+

E. Core Competencies:

•	Mature faith, a personal relationship with Jesus Christ, commitment to the Teaching Statement and ministries of Hosanna!, a signed Hosanna! Leadership Covenant, and submission to Biblical authority.
•	Membership and attendance at Hosanna! required..
•	Proven leadership in building and implementing successful development systems
•	Proven strategic thinking and problem solving skills.
•	Proven results-oriented experience with the ability to work independently and collaboratively in support and unity.
•	Ability to analyze, interpret and communicate financial information.
•	Ability to take initiative and work minimal supervision.
•	Demonstrated experience in prioritization and judgment.
•	Strict confidentiality of personal and financial information

F. Working Conditions/Physical Demands:

•	Schedule may include working evenings, weekends, and extended hours as required by ministry needs. This includes Christmas Eve and Easter.
•	Extensive standing, walking and sitting for extended periods of time.
•	Requires repetitive and extended computer work with mouse.