



Position: Major Gift Officer

Date: September 2019
Nature of Position: Paid Staff
Reports to: Director of Development and Marketing

Mission of the Ministry: Healing Waters International (HWI) is a Christian non-profit, empowering the world's most vulnerable communities to establish safe water systems and enterprises so every person and household has affordable access to purified water – enabling the physical health, economic and educational opportunity and spiritual hope and dignity needed to overcome poverty and thrive as God intended. Since 2002, HWI has focused its efforts in Latin America with recent expansion into Africa, serving over 240,000 people daily in 16 different countries. HWI's culture is innovative, tenacious, adventurous, full of integrity and motivated by the gospel of Jesus Christ. We seek skilled, passionate and creative leaders to join our team under the sunny skies of Golden, Colorado to help us bring life-saving, transformational impact to 1 million beautiful people in the most marginalized communities around the world.

Mission of the Role: The Major Gift Officer is responsible for the prospecting, cultivation, and stewardship of donors with special focus on five figure multi-year gifts. S/he will create meaningful relationships with prospective and current ministry partners, sharing the mission and vision of HWI and inviting people into meaningful, ongoing relationship with the ministry. The Major Gift Officer serves as an extension and ambassador of HWI, building Christ-centered relationships that connect donors' interests with the mission of HWI. S/he will be responsible to increase, strengthen, and diversify HWI's funding sources.

Key Accountabilities:

I. Organizational Responsibilities

- Is a person of committed Christian faith, supportive of the HWI Statement of Faith
- Models actions and attitudes with authentic humility, supportive of the Philosophy of Ministry for Development & Marketing at HWI
- Focuses on building trust and confidence in Healing Waters International as a whole
- Remains updated on global events and all aspects of HWI programs

II. Operating Responsibilities

- Develop and oversee portfolio of 150-200 donors and prospects.
- Participate in each step of the donor pipeline including: identification; qualification through research; cultivation, stewardship, and recognition.
- Identify and Cultivate Relationships:
 - Personally engage ministry partners through a variety of means such as personal visits, special events, vision trips, and other meaningful touches (with a priority on face-to-face interaction)
 - Engage in a targeted number of face-to-face meetings per month with prospective and current donors
 - Grow donor portfolio by developing new giving partnerships through networking and research
 - Attend relevant networking events
 - Develop and execute an annual plan including an individualized engagement strategy for advancing each relationship
- Present Opportunities for Partnership:
 - Invite people into deep and meaningful partnership through giving opportunities that align their ministry passions with the mission and programs of HWI
 - Develop and write funding proposals with support from development team and program staff
 - Seek other opportunities for partnership that utilize a partner's influence, time, and talent
 - Specifically seek the leading of the Holy Spirit through each relationship and encounter
- Steward Relationships with Care and Gratitude:
 - Timely acknowledgment and thanks for ministry partner's support
 - Minister to donors by connecting on a spiritual level; encouraging their walk with the Lord, praying with and for them, and incorporating principles of Biblical stewardship as appropriate
 - Provide customized and timely impact reporting
 - Keep donors feeling connected, updated, and valued as true ministry partners



- Accountability to the Development & Marketing Department:
 - Participate in departmental portfolio review process and be a partner in maintaining an organized system for donor stewardship by updating records and accounts in donor CRM
 - Accurately document all prospective and current ministry partner contact information using Salesforce
 - Report prospect/current engagement activity and outcomes monthly to the Director of Development & Marketing
 - Personally represent HWI at events as needed

Qualifications Required:

- Is a person of committed Christian faith, supportive of the HWI Statement of Faith
- Bachelor's Degree or Masters in relatable field
- 5+ years of experience in fundraising or sales with high capacity individuals
- Experience in raising \$1,000,000+ annually through major gifts
- Strong presentation, persuasion, oral and written communications skills
- Highly motivated, self-starter with enthusiasm for the mission of Healing Waters
- Disciplined business process and organizational skills including establishing and meeting timelines and deadlines
- Team player with a solutions-oriented mindset
- Proven ability to establish, monitor, and achieve/exceed key objectives and deliverables
- Willingness and ability to travel up to 40% of time, including domestically and internationally
- Experience working with foreign organizations

Candidates please send resume with cover letter to info@healingwaters.org Screened, qualified candidates will be contacted for an initial telephone interview.