



Kids Alive International Job Posting

Regional Director of Development

Reports to: Senior Vice President of Global Engagement and Partnerships

Full-Time, Salaried Exempt, salary range is \$80,000 - \$95,000

Hiring for two regions: South-Midwest (TX/OK/KS/MO) or Midwest (IL/IN/MI)

This is a remote position available to candidates residing in either of the two hiring regions: South-Midwest (TX/OK/KS/MO) or Midwest (IL/IN/MI).

Kids Alive International (KAI) is a Christian organization serving vulnerable at-risk children in multiple countries across the globe.

We are seeking a new Regional Director of Development to execute KAI's regional major gifts strategy, maximizing financial support from new and existing major gift donors. This role identifies and cultivates relationships with donors, soliciting gifts using strategies individual to each donor and bringing KAI to life for donors by planning and leading vision trips for them to see the ministry's impact in person. They also proactively show appreciation to donors for their contributions.

The successful candidate has impeccable communication skills, enabling them to articulate KAI's mission, vision, goals, and core values and accurately report KAI's impact to garner donors' support.

As our Regional Director of Development, you will:

- Identify, cultivate and solicit prospective donors for major gifts of \$10,000+.
- Articulate the vision, mission, goals, and core values of Kids Alive International.
- Maintain a portfolio of 75 individual and institutional donors.
- Develop individualized strategies for portfolio members
- Accurately report the impact of Kids Alive International programs to donors.
- Provide trend analysis and progress reports to the executive team.
- Plan and lead vision trips for major donors.
- Facilitate logistical details for gatherings and events, coordinating with and directing other staff and independently managing unexpected needs or issues as they arise.
- Maintain comprehensive and accurate donor records, policies, Standards of Practice, and other documentation so that they are organized and accessible to the appropriate internal parties.

A successful Regional Director of Development will also bring:

- Bachelor's degree
- 10 years of experience in nonprofit fundraising and donor relations
- Proficient with Microsoft Office Suite, donor database systems, and other collaborative tools
- High self-motivation and personal accountability
- Impeccable verbal and written communication skills
- Ability to intuitively anticipate team's needs and plan an appropriate response
- High emotional intelligence, cross-cultural communication skills, and interpersonal awareness



- Excellent time management skills with a proven ability to juggle priorities and meet deadlines
- Excellent organizational skills and attention to detail
- High level of personal and professional integrity, including the ability to maintain confidentiality regarding donor profiles and personal information
- Willingness and ability to travel locally, nationally, and internationally up to 40% of the time
- Full vaccination against COVID-19, or a willingness to get the vaccine
- Spanish and/or French language proficiency preferred

At Kids Alive International, it is important to have a committed personal Christian faith in Jesus Christ and a heart for serving children and families. We seek candidates with alignment to the Bible, Christian theology, faith, and practice, as well as our organization's mission, vision, and core values. Read more about our core beliefs here: www.kidsalive.org/meet-kids-alive/about/what-we-believe/.

Kids Alive offers competitive pay and benefits including 403B with employer contribution, great health and dental insurance from day one, and an FSA. If you have the skills and experience described here and are looking for a challenging but rewarding work experience, we want to hear from you.

Please click here to submit your cover letter and resume and fill out our online application: <https://kidsalive.bamboohr.com/jobs/view.php?id=56>.

For more information, please see our website: www.kidsalive.org/about.

Have questions? Reach out to Bill Dean, Mobilization Coordinator: Bill.Dean@kidsalive.org.