



Donor Relations Lead

Introduction

As the Church in the greater Middle East, and North Africa (MENA) rises out of decades of conflict, hardship and persecution, Ananias House works alongside the Church to bring hope, healing, and restoration to the region. Through prayer, advocacy, and working to meet practical and tangible needs, the Church may proclaim the light and hope of Jesus Christ to believers and peoples of other faiths, glorifying God and empowering the local body of believers.

By the grace of God and the love of Christ, we at Ananias House seek to live out our faith by equipping the MENA church to be a place of hope healing and restoration

---Mission Statement---

Ananias House exists to empower the growing Body of Christ in the Middle East and North Africa (MENA) region through strategic leadership training and Gospel centered resourcing.

To date and to God's glory, Ananias House has:

- Served 60 MENA churches
- Trained >1,000 pastor and leaders
- Planted >150 churches and home groups
- Fed over 1000 families
- Supported 24 frontline workers

Ananias House now seeks to recruit its first Donor Relations Lead. The Donor Relations Lead will report directly to John, the Executive Director of Ananias House.

Position Summary

The Donor Relations Lead will design and execute a multifaceted development program to include fundraising strategies for foundations, businesses, major donors, and grassroots fundraising efforts that align with organizational objectives and program activities. The Donor Relations Lead will work to

coordinate donors' interests with the mission and needs of the ministry. The Ananias House team is a collaborative one that works together across disciplines to ensure the success of the ministry.

Key Job Responsibilities

Donor Relations

- Manage the donor journey through identification, research, cultivation, solicitation, acknowledgement and of donors, focusing primarily on individual donors and churches.
- Assist the Executive Director, as needed, with building and maintaining relationships with foundations and businesses.
- Identify and cultivate new donors, ensure renewed support from existing donors as well as develop and implement a plan to reactivate lapsed donors positioning the organization for continued sustainable funding streams.
- Coordinate and manage the current donor database as it relates to the overall development plan..
- Maintain relationships with current foundation partners and assist in grant-writing.
- Collaborate with the Executive Director on the Year-End Giving Campaign.
- Working closely with the Executive Director and the Board, create a strategic plan for achieving annual fundraising goals. Leverage Ananias Houses's Board, employees, current partners, volunteers, and other available resources to successfully execute the plan.

Marketing and Communications

- Assist in preparing marketing materials to support outreach and fundraising strategies.
- Attend events, ministry fairs, and church functions representing and speaking on the behalf of Ananias House.
- Promote campaigns through Ananias House's social media presence via Facebook, Instagram, Twitter, and website.
- Contribute to creative marketing messaging and communication efforts across all forms of social media.

Cross-Cultural Relations

- Travel to the MENA at least once a year to visit our partners in the region in support of the ministry.
- Identify and maintain important key relationships with Ananias House field staff.

Administrative

- Implement and manage strategic development calendar.
- Oversee prompt donor tracking and recognition.
- Plan, design, implement, analyze and report on all events, dinners, outreach campaigns and other fundraising activities.
- Recruit, oversee and train volunteers to support events and outreach initiatives.

Skills and Abilities

- Ability to demonstrate Ananias House's Christian foundational principles through personal and professional attitudes are essential.
- Ability to influence and engage a wide range of donors and cultivate and build long-term relationships.
- Excellent written and oral communication skills.

- Professional and resourceful style; the ability to work independently and as a team player, to take initiative and to manage multiple tasks and projects at a time.
- Strong aptitude for building and developing relationships with individuals in ministry and business environments.
- Ability to be creative in messaging, marketing, and program development that appeals to a variety of stakeholders.
- Flexibility to work additional hours as required while maintaining healthy life/ministry balance.
- Experience with or training for event planning, contracts, grant writing/reporting and program management is preferable.

Minimum Requirements

- Three to five years professional experience in nonprofit organizations, preferably ministry driven, is preferred, but not necessarily required.
- Demonstrated success in a fundraising role preferred, but not necessarily required. The ability to leverage a business career grounded in corporate development, business development, and/or sales will also be considered.
- College degree
- Cross-cultural experience preferred.
- Advanced computer skills including Microsoft Office Suite experience, Design software, Sales force or other CRM system.
- Some US travel may be required for this position and is estimated to be 10% with occasional weekend work; international travel requiring a valid passport is possible.
- Agreement with Ananias House Statement of Faith is required.

Compensation and Benefits

- Compensation ranges will be dependent upon the candidate's experience. We welcome discussions with anyone interested in and qualified for this position. As a point of reference, compensation ranges for a recent college grad with no prior experience may start at about \$40,000. Compensation ranges for an individual with three to five years of experience may range from \$60,000.
- We offer two weeks of vacation each year and 10 paid holidays per year for full-time staff.
- We encourage continuing education and will work with staff to assess educational goals and offer opportunities to increase skills and grow spiritually and professionally.

Application Procedure

- Interested candidates should send an email and resumé to peggy@ananiashouse.org.
- We will contact those candidates who most closely match our requirements.