

Development Director

The Development Director is a strategic leadership role that will drive and oversee Generosity Path's global fundraising efforts to meet the ambitious target of significantly increasing our budget over the next three years. This position requires a visionary leader who can build and strengthen relationships with foundations, businesses, and individuals while leading a small fundraising team to implement innovative strategies, develop key partnerships, and achieve financial sustainability.

Reports To: Executive Leadership Team

Hours/week: 5 days per week (full-time)

This Position is based: Remote working from home

Travel: This position will require significant international travel

GENEROSITY PATH

Generosity Path (GP) exists to see hearts fully surrendered to Jesus through radical generosity. Over the next three years (by the end of 2027), we want to plant the seed of a sustainable generosity movement in every nation – a first step towards our greater vision of seeing a world healed through generosity.

Our primary tool to achieve this is the Journey of Generosity (JOG), a simple, interactive experience that creates a space for people to have conversations about faith, life, and money. To date, we have brought together tens of thousands of givers in more than 100 countries across the globe.

Since we are fully and privately funded, we are able to create safe and inspiring environments for people to share without any concern that there will be an appeal for funds.

At GP, there is a Genuine Occupational Requirement for all team members to be practicing Christians. We work hard at growing and sustaining healthy working relationships amongst our team of 27 remote workers. Due to our flourishing culture, we are a certified Best Christian Workplace.

Our team spans the globe, speaking numerous languages, and our common working language is English.

RESPONSIBILITIES & DUTIES

- **Fundraising Strategy and Leadership:**
 - Alongside consultants, develop, implement, & execute a comprehensive fundraising strategy to meet the organization's financial goals.
 - Provide leadership and direction to a small fundraising team, ensuring alignment with organizational priorities.
- **Donor Engagement and Relationship Building:**
 - Cultivate and strengthen relationships with high-net-worth individuals, foundations, corporate partners, and faith-based donors.
 - Create and implement personalized stewardship plans to retain and grow donor support.
 - Represent Generosity Path in high-level meetings, conferences, and events to enhance visibility and attract potential donors.
- **Grant Writing and Proposal Development:**
 - Lead the preparation and submission of grant applications and funding proposals, ensuring alignment with donor priorities and organizational mission.
 - Research prospective funding opportunities and maintain a pipeline of potential grant makers.
- **Team Management and Capacity Building:**
 - Recruit, train, and mentor team members to develop their fundraising expertise.
 - Foster a collaborative team culture, promoting excellence and innovation in fundraising practices.
- **Data Management and Reporting:**
 - Utilize CRM systems to track donor relationships, measure fundraising outcomes, and report progress to leadership and the board.
 - Regularly analyse fundraising performance data and adapt strategies as needed.
- **Events and Campaigns:**
 - Oversee the planning and execution of impactful fundraising events to inspire and engage supporters.
 - Develop innovative campaigns to attract new donors and enhance donor retention.
- **Partnership Development:**
 - Identify and secure strategic partnerships with like-minded organizations and businesses to co-host initiatives or campaigns.

EXPERIENCE

- Proven experience in fundraising, development, or a related field, with a track record of meeting ambitious financial goals and access to networks globally that will expand our current donor base.
- Strong leadership and team management skills.
- Exceptional written and verbal communication skills, including the ability to engage and inspire diverse audiences.
- Ability to build and maintain relationships with high-level donors, stakeholders, and partners.
- Proven ability to work effectively in a cross-cultural environment.
- Proficiency in donor management tools and CRM systems.
- Strategic thinking with the ability to analyse data and adjust plans for maximum impact.
- Ability to thrive in a fast-paced, dynamic environment and effectively prioritise multiple competing demands.
- Discretion and ability to handle sensitive and confidential information with utmost professionalism.
- Willingness to travel globally.
- Comfortable working from home most of the time.

PERSON SPECIFICATION

- Generous: Deep commitment to the Generosity Path mission and values.
- Christian Faith: A vibrant and active Christian faith; essential for engaging others in faith-based generosity conversations.
- Visionary: Able to inspire others with a compelling vision for the future.
- Autonomous: Self-driven and disciplined in managing time and responsibilities.
- Collaborative: Skilled at working in cross-cultural teams and building consensus.
- Emotionally Intelligent: Adept at understanding and adapting to interpersonal dynamics.
- Hungry to Grow: Eager to develop personally, professionally, and spiritually.

For more information: please contact Generosity Path's People & Culture Director - Lucy McDonald - lucy@generositypath.org

To apply please send your CV, a cover letter and a statement of faith to Lucy.