

# L I N C

**Position Description:** Regional Manager of Donor Partnerships

**Updated:** 10/9/24

LINC Ministries began in 2002 as an effort by Houston, Texas area congregations to reach the ethnically changing neighborhoods of the metro area. Building from the success they experienced, today LINC is a national organization working in multiple cities across the country partnering with many Christ-centered congregations and ministries.

LINC stands for “Leaders IN every Community” and is recognized as an effective model for ministry expansion in urban and changing contexts. We are committed to the development of faith leaders locally embedded in their neighborhoods, empowering them to impact their communities with the Gospel through discipleship, asset-based community development, and helping provide a framework to build Kingdom minded organizations, ministries, and churches.

LINC empowers leaders who are dreamers through a robust leadership development and training program, discipling and guiding leaders who ultimately raise up other Kingdom leaders. We also highly value collaboration with others who share a common vision to see our cities filled with peace, hope, joy, and love of Christ Jesus.

Practically speaking, LINC’s development strategy is largely driven by partnerships with congregations, church bodies and Christians with a passion for the Great Commission and the Great Commandment. LINC’s mission focuses on sharing the Gospel in cities, especially underserved and immigrant communities. The mission of Jesus figures predominantly in the hearts, minds and intentions of our partners. LINC’s advancement philosophy is as follows:

- **Dependence on Jesus** – Prayer, God’s Word and His Mission is at the center, always.
- **We are People of Integrity** — LINC does what it says it will do. Promises kept. No exceptions.
- **Relationships Over Transactions** – Mutually edifying relationships flow from an understanding of our identity and interconnectedness in Christ.
- **An Attitude of Abundance** – In God’s limitless economy, we are invited to be recklessly generous givers, not takers.

## **Key Responsibilities**

As a Regional Manager of Donor Partnerships, you will play a leadership role in LINC’s expansion in the Midwest cities of Minneapolis-St. Paul, Milwaukee, Chicago and St. Louis. Candidates who reside in one of these metropolitan areas are strongly preferred.

The Manager will endeavor to deepen relationships with individuals, congregations, church bodies, small businesses and corporations giving \$5,000 or more annually. You will also lead efforts to identify new donors and institutional funders. Candidates should be experienced in major donor acquisition, cultivation, retention, and

stewardship. This position reports to the Chief Advancement Officer and provides fundraising support and leadership to City Directors in each city as well as administrative staff for the whole organization. The selected candidate will join a dynamic movement of disciples committed to using a faith-forward approach in addressing city challenges and making hope in Jesus Christ tangible.

### **Duties and Responsibilities**

- Oversees major donor development activities across all Midwest cities.
- Works collaboratively with the City Director to maintain MOVES management processes for 50-100 identified major donors per city.
- Trains, ensures and supports each City Director with his/her donor caseload.
- Maintains a personal portfolio of 25-50 major gift prospects per city. Actively works to upgrade a qualified portfolio of supporters to annual contributions of \$10,000 or more, over time, as well as identify and solicit new major donors.
- Communicates with donors in person, by phone, in writing and online to facilitate cultivation, solicitation and stewardship processes; ensures that all major donors and prospects have a clear strategy and timeline for cultivation, solicitation and stewardship.
- Works with Chief Advancement Officer to create and manage organizational budget; track and report on progress to goals.
- Oversees donor Giving Club strategies and communications; participates in appreciation events, etc.
- Collaborates with Communications staff on regular fundraising appeals and campaigns across various mediums, including email, direct mail, and social media.
- Develops and leads strategies to secure leadership sponsorships for fundraising events.
- Participates in staff meetings and organizational events.

### **Qualifications**

- A minimum of 5 years of experience in major donor or grant fundraising.
- A bachelor's degree; certificate in Fundraising for Nonprofit Management would be considered an asset.
- Strong organizational and relationship-building skills; enjoys multi-tasking.
- Exceptionally persuasive written and verbal skills.
- Experienced at special events planning and management.
- Self-driven, with a demonstrated ability to manage time and responsibilities independently.
- Proficient in MicroSoft Office and CRM platforms.
- Ability to travel, access to a vehicle.
- Alignment with and passion for LINC's mission, vision and values.

### **Benefits**

- Explicitly aligning work to issues of faith, mission and justice.
- Generous stipends provided for health insurance.
- Retirement plan of 8% of annual salary invested by LINC.
- 100% Remote position with regular travel to LINC's Midwest cities.
- Ongoing professional development in fundraising and leadership skills.

Please send Resume and Cover Letters to Brian Upton ([bupton@linc.org](mailto:bupton@linc.org)) with the subject line "Regional Manager of Donor Partnerships (Midwest) - Job Position."