



THE RADLER FOUNDATION POSITION PROFILE

Position:	Gifts & Relationship Ambassador, East African Ministries
Location:	Fort Worth, Texas (with 30-40% travel)
Reports to:	Director of Development
Works with:	Chief Financial Officer, Director of International Programs

Organization Overview

The Radler Foundation (RF) is a Christian family foundation created to spread and strengthen the body of Christ. Established in 2009, the Foundation supports many dynamic initiatives in Fort Worth, Texas and the Republic of South Sudan. In addition to grant making, the Foundation internally operates East African Ministries (EAM), which practically demonstrates the love of Jesus by promoting sustainable solutions for clean water, health, and leadership development in East Africa.

Responsibilities and Duties

Gifts & Relationship Ambassador coordinates and executes strategic plans that increase fundraising capacity for EAM. This role oversees communication with donors, partners, and potential donors. This position oversees and cultivates major donors for EAM in the DFW area. Specifically, the Gifts & Relationship Ambassador will:

- Lead and facilitate the identification, development and management of ongoing relationships with:
 - Individuals, families, corporations, foundations with potential to invest in the mission of EAM.
 - Financial advisors who serve individuals, families and companies who are prospective resource partners for EAM.
 - Ministry and church leaders who would choose to increase their ministry to the donors God has sent to them by introducing and highlighting the mission of EAM.
- Ensure the highest standards of integrity, transparency, communication clarity and responsiveness in service to all constituents.
- Leverage previous experiences and relationships to serve as a humble yet effective and energetic individual producer, inspired to achieve challenging goals by engaging generous givers with the compelling stories of how God is impacting lives in Southern Sudan and the region.
- Plan and implement donor development strategies to ensure assigned donors are cultivated towards their full giving potential.
- Leverage current donor's network to locate new giving prospects capable of becoming major donors for EAM.
- Strategically attend events and other opportunities to connect with the community, raise awareness of EAM's mission, develop relationships, and connect others to involvement opportunities.
- Identify opportunities for other senior EAM leadership to speak on EAM's behalf, meet with donors, etc.
- Understand and articulate EAM's model of transformational development in order to increase passion and involvement of EAM supporters.
- Manage grant proposal development/submission process; ensuring that agreement and other documents are well written, strategic and submitted in timely manner.

- Participate in all aspects of the gift cycle: to initiate contacts with potential major donors; to develop appropriate strategies for them; to move potential donors in an appropriate and timely fashion toward solicitation and closure; to make solicitations when appropriate; to maintain stewardship contacts with donors.
- Assist and support the Director of Development to achieve the goals that the development team has approved and have been tasked with by the Board of Directors and EAM's senior leadership team.
- Work closely with the development coordinator to provide accurate, accountable reporting as it relates to achieving the goals defined by the Director of Development.

Strategy/Management

- Create, plan and execute an effective fundraising program specifically focusing on major gifts, which includes multi-year commitments and longer-range planned giving.
- Through targeted prospecting efforts, build and manage a portfolio of select major and principal gift donors, including qualifying and disqualifying high capacity prospects.
- Oversee the design and execution of the identification, cultivation, solicitation and stewardship strategies for all managed donors and key prospects, identifying and orchestrating engagement of partners within and outside of the organization.

Qualifications, Expectations & Education

- It is expected that employees of EAM are committed followers of Jesus Christ.
- Bachelor's degree in business, marketing, communications or a related field; Master's degree preferred.
- Sales/marketing success as a significant individual producer with the demonstrated ability to set objectives and manage performance to successful outcomes.
- 2-5 years' experience in fund raising or related work with proven successes.
- Self-starter who is highly motivated and directed, with keen attention to detail and the ability to collaborate up, down and across an organization to achieve results.
- Successful experience in managing a portfolio of investors/funding sources/major gift donors with a specific emphasis on prospecting, networking and relationship development that results in committed investment partnership.
- Knowledge of current trends in professional financial services for high net-worth individuals/families-additional knowledge of charitable giving trends, particularly in the areas of capital campaigns, major gifts and planned giving will be extremely beneficial.
- Working knowledge of or ability to quickly learn basics of charitable gift planning.
- Successful experience in "making the ask" and closing on commitments of \$10,000 or more is preferred.
- Ability to inspire, motivate and marshal resources. Strong interpersonal skills, including ability to positively influence and persuade.
- Detail oriented executive/professional and effective strategist comfortable with demonstrating a footprint of success in moves management as it relates to donor cultivation.
- Excellent speaking and listening skills to exchange information in a clear, persuasive and concise way (at all levels of the organization and in large and small groups) with a positive approach that fosters a team environment and conveys our mission.

- Internal drive and excitement for the opportunity to help shape the future of the fundraising department and organization as a whole.
- Gifts & Relationship Ambassadors tangible work results will be measured against the following criteria that will be established based off of EAM's development plan and by the Director of Development:
 - New proposals submitted to donors
 - Proposals that are accepted by donors
 - New contacts/developments leads
 - Monetary number set by the development teams goals
- Incredible passion for EAM's mission that excites others.

Contact Information

To apply for this position, please send a resume and cover letter to Carma Anderson at

Canderson@radlerfoundation.org or

The Radler Foundation and East African Ministries

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