

Regional Director of Stewardship Development



Responsibilities:

Reports to the Vice President of Stewardship Development. Responsible for the cultivation and solicitation of current and deferred gifts from existing donors and new prospects. Regional Director's overall commitment is to build and deepen relationships on behalf of the ministry, to foster positive team cohesiveness, and to meet individual and development commitments.

A Regional Director manages a specific portfolio of current/prospective major gift prospects and/or an assigned geographic territory. The director will be acquainted with 300-400 people. Managing a list of 200 key donors is the primary focus group. One measurable objective is the return of 10 times the investment of the regional director after one year and up to 30 times the investment after two years.

Duties:

1. Qualify, cultivate, and solicit friends of the ministry for current and deferred gifts through annual and monthly action plans.
2. Develop an ongoing list of 200 key list donors for the purpose of soliciting unrestricted, current and planned major gifts.
3. Provide appropriate staffing for the Co-Founders, COO, Vice President, Board, and other administrators and volunteers at ministry events.
4. Provide written monthly activity reports and action plans.
5. Maintain constituent reports for every donor contact.
6. Set and achieve agreed-upon performance goals.
7. Strategically plan and implement objectives with key list contacts.
8. Manage individual travel budget.
9. Supervise and manage respective secretarial support person.
10. Assist with meetings and major donor events such as Executive Briefing and regional donor receptions.
11. Foster teamwork with ministry staff and volunteers.
12. Perform other duties as assigned.

Qualifications:

1. Bachelor's degree, minimum.
2. Excellent written and verbal communication skills.
3. Experience in development or related areas of work, sales management, etc.
4. Computer literate.
5. Ability to organize.
6. Ability to travel.

About Precept Ministries International

Precept Ministries International is located in Chattanooga and was founded in 1970 by Jack and Kay Arthur.

Our mission is to establish people in God's Word. Our vision is people living as exemplary followers of Jesus Christ: studying the Bible inductively, viewing the world biblically, and serving the church faithfully, in the power of the Holy Spirit. To that end, Precept Ministries International seeks to reach everybody, everywhere, any time, any place, any language, and any age with one message: the Bible, and one method: inductive study, to the glory of God.

Precept Ministries International is a transdenominational organization dedicated to the sole purpose of teaching people to study God's Word for themselves and apply its truths to their daily lives. This is achieved through the inductive study method, a highly effective way of seeking out answers and understanding Scripture.

Please forward résumés for this position to:

Stan Latham
Vice President of Stewardship Development
Precept Ministries International
P.O. Box 182218
Chattanooga, TN 37422
slatham@precept.org