



Job Details

Chief Development Officer Fresno, California, United States

Date Posted:

January 9, 2020

Education:

See Below

Pay Rate:

Salary to be set based on experience

Job Type:

Full Time Exempt position

Company Name:

Fresno Rescue Mission, Inc.

Contact:

Cover Letter and resume to HRFRM@fresnorm.org or to P.O. Box 1422 Fresno, CA 93716

Website

www.fresnorm.org

Job Description:

The Chief Development Officer (CDO) is responsible for the strategy, planning, execution, management, and oversight of all fundraising, grants, marketing, events and donor relations activities that will continuously and sustainably grow the organization's services and ministry. Reporting directly to the CEO, the CDO plays a key leadership position, helping establish and set the vision for the organization and its involvement in the Community. The CDO manages a team of people serving in various capacities relating to donor development, donor processing, marketing, community engagement and volunteerism. The CDO is responsible for all annual and multi-year fundraising, which includes annual fund, major gifts, institutional giving, capital campaign management, donor relations, planned giving, and fundraising events. The CDO provides leadership, guidance, coaching and support to the development staff and provides direction in all activities and initiatives, including research and prospect identification, cultivation and stewardship, donor segmentation, communications strategies, proposal development, grant application writing, tracking, reporting and compliance, solicitations strategies, donor stewardship, database management, communications and outreach activities, and development-related volunteer relations.

Qualifications:

- Have a biblical belief in the ministry of giving and stewardship
- Must have the ability to promote the FRM purpose and mission with exemplary character.
- Must have a personal relationship with Jesus Christ, be active in a local church, and be committed to serving the Lord.
- Bachelor's degree required, with a preferred 5-8 years fundraising experience.
- Experience leading and motivating development teams to achieve fundraising targets. Demonstrated leadership and the ability to successfully manage multi-functional or diverse areas.
- Demonstrated success cultivating and growing a network of individual, corporate, and foundation donors, including a track record of securing major gifts in the five and six-figure range.
- Strong verbal and written communication skills.
- Strong interpersonal skills and poise; ability to demonstrate diplomacy and the ability to work effectively in high-pressure situations. Ability to personally connect with and engage diverse groups of internal and external investors.
- An organized, focused and goal-oriented personality coupled with a high level of initiative, energy, and ability to work independently.
- Ability to appropriately handle confidential matters and information.

- Ability to multi-task and prioritize work, with careful attention to detail; strong organizational skills and attention to detail.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability.

Reasons to be Interested in the Position:

The Fresno Rescue Mission (FRM) is at a unique point in its 70 year history. Every day, men, women and children show up to one of FRM's campuses in desperate need of help. This past year, FRM served more people than it ever had in its history. In the coming months and years, FRM will be launching major new projects and initiatives that will dramatically expand its ability to serve the least, last and lost in ways that the Fresno Community has never seen. Working at FRM gives every staff member the ability to directly see how the work of their hands directly impacts the lives of others. FRM is about to embark on something special. FRM is looking for the right person to be part of a leadership that will truly impact Fresno for decades to come.

Application Process:

Individuals interested in being considered for this position must mail or email the following documents to Randy Bresee:

1) resume, 2) a letter of interest which includes a narrative detailing how the candidate fulfills each of the required and preferred items listed under Qualifications, and 3) the names, email addresses and telephone numbers of three references who can provide current assessments of the candidate's qualifications for the position. Please do not send resume via email.

MISSION STATEMENT: The Fresno Rescue Mission endeavors to glorify God by meeting the spiritual and physical needs of the least, the last and the lost in our community.

OUR VISION: Recognizing the teachings of Jesus, that the least, the last and the lost will always be in our midst, we will partner with the Christian community, social services agencies, businesses, families and individuals to meet the spiritual and physical needs of all men, women and children in our community.

OUR VALUES: Christ-centered by treating the least, the last and the lost with love and compassion.

STATEMENT OF FAITH:

We believe the Bible to be the inspired, the only infallible, authoritative Word of God. (2 Timothy 3:15-17; 2 Peter 1:20-21).

We believe there is one God, eternally existent in three persons: Father, Son and Holy Spirit. (1 Timothy 3:16; Matthew 28:19; Ephesians 4:4-6; 1 Peter 1:2; Romans 8:14-17).

We believe in the deity and humanity of Christ, born of a virgin, His sinless life, His miracles, His vicarious and atoning death through His shed blood, His bodily resurrection, His ascension to the right hand of the Father, His present rule as Head of the Church, and in His personal return in power and glory. (Luke 1:30-35; John 1:14, 5:39; 2 Corinthians 5:21; 1 Corinthians 15:3-4).

We believe that for the salvation of lost and sinful humankind, regeneration by the Holy Spirit is absolutely essential and that we are saved by grace through faith, apart from works; that the sinner who repents and personally accepts the finished work of Christ on the cross becomes a child of God, is made a new creature, and is indwelt by the Holy Spirit. (Ephesians 2:8-9; John 1:12, 3:36; 2 Corinthians 5:17; John 14:17; Hebrews 9:11-14).

We believe in the present ministry of the Holy Spirit, by whose indwelling the Christian is enabled to live a Godly life. (John 14:17; John 16:13-15; Romans 8:14-17).

We believe in the resurrection of the saved and their eternal life with God, and the resurrection of the lost and their eternal separation from God. (1 Corinthians 15:53; Job 19:25-27; John 3:16; 1 Thessalonians 4:13-18; Revelation 20:5-6, 20:11-15).

We believe in the spiritual unity of believers in our Lord Jesus Christ, with equality across racial, gender and class differences. (1 Corinthians 12:13; Ephesians 2:13-14).

SPIRITUAL GOALS: The spiritual goals of the Fresno Rescue Mission are as follows:

To lift up and glorify the Savior.

To preach, teach and witness concerning the redemptive (saving) and life changing power of Jesus Christ.

To see men, women and children come to have a personal encounter with Jesus.

To build up in the faith and lead to maturity those who have come to know Christ as Savior and Lord through life changing and discipleship programs that includes such things as: Bible studies, prayer, empowerment of the Holy Spirit, personal discipline, constructive work and service to others.

To promote a spirit of unity and cooperation with other like-minded Christians that we might all work together for the cause of Christ.