



Regional Development Director

(Based in Georgia with some service in Florida, South Carolina, Alabama and Tennessee)

Christian Library International, a prison ministry began in 1996 and now serves over 1,600 prisons. CLI exists to glorify God by leading inmates to Christ and discipling them. We do this by providing God's Word through books, Bibles, Bible studies, CDs, DVDS and tracts. We connect with inmates by letter and disciple them through three correspondence Bible studies. Jesus loves the imprisoned and desires a personal relationship with them.

Duties & Responsibilities:

The Regional Development Director will be responsible for helping develop and implement the regional fundraising strategy for Christian Library International. Reporting to the Executive Director, Regional Development Director will be responsible for assisting in major donor development and executing an annual fundraising banquet. This will include leveraging key relationships and contacts from the banquet and reaching additional areas. The Regional Development Director will expand the resources needed to fulfill CLI's mission, through the identification, cultivation and solicitation of financial support from individuals, corporations, churches and foundations.

The Regional Development Director will have some responsibility for the CLI shipping hub in Buford, GA. This hub collects and ships Christian books and Bibles to Georgia, Florida, South Carolina, Alabama and Tennessee. The Director will visit the hub once a month and provide oversight and relationship building. The actual management and goal setting will be directed by the Raleigh Shipping Manager.

- Help create and implement annual development plan and strategy with an emphasis on unrestricted funds
- Cultivate and nurture relationships with current and potential corporate and foundation sponsors, and individual donors
- Prepare grant proposals for submission to corporate, family and private foundations.
- After one year, manage and direct an annual banquet, which includes identifying and securing volunteers, corporate and table sponsors and engaging them in ongoing service opportunities.
- Develop and grow our individual donor base; manage an annual giving campaign; cultivate major gifts.

- Train and lead volunteers to support fundraising and marketing efforts.
- Give presentations about CLI at churches, clubs, Bible studies, business and other groups.

Experience Requirements:

- Minimum Bachelor's Degree preferred.
- 3-5 years of nonprofit development experience, preferably within the Christian community

Qualifications and Core Competences required:

- Demonstrated ability to prospect, cultivate, and manage new accounts
- Strong partnership-building and major donor development skills
- Good computer skills and knowledge of Raiser's Edge software a plus.
- Friendly, outgoing, team player. Willing and able to learn new skills.
- Proven track record of achieving revenue targets and/or a quota.
- Proven management and leadership capabilities. Organization and time management skills.
- High energy, positive, "can-do" attitude, flexibility, teamwork, and attention to detail; high degree of initiative. Self-starter with strong work ethic, able to work independently.
- Strong verbal communications skills and demonstrated ability to write clearly and persuasively. Must speak, read, write and comprehend English.
- Demonstrated ability to think strategically with thorough understanding of strategic development

Compensation:

- \$55,000 Annual Salary
- Three weeks paid vacation
- Health Plan
- Retirement Plan

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