



FAITH IN TEXAS

The Power of Faithful People

About Faith in Texas

Faith in Texas is a fast-growing multi-racial, multi-faith grassroots movement of churches, mosques, synagogues, and laypeople united in values working together for economic, racial, and social justice. We affect change at the local and state levels by teaching, empowering, and mobilizing congregations and communities through civic engagement and community organizing, creating pathways of opportunity for all Texans to thrive. We believe the key to creating Beloved Community is the aligned and galvanized *Power of Faithful People*.

We are a diverse staff and broad base of congregations, clergy, and faith leaders across North Texas. We are purposefully building a multiracial, directly-impacted-led movement with faith and race at the center of our work. Faith in Texas is an affiliate of the Faith in Action network, the nation's largest network developing civic leadership in low- and moderate-income communities.

Faith in Texas is an Equal Opportunity Employer. We are committed to building a staff that reflects the diverse communities that make up our communities. We take pride in creating a welcoming workplace for veterans, women, people of diverse racial and ethnic backgrounds, formerly incarcerated people, people with disabilities, and people with parenting and caretaking responsibilities.

Description

Faith in Texas seeks an experienced development professional for a high-impact, self-motivated position on our team. The Director of Development works in partnership with the Executive Director to secure and grow revenue from individuals, foundations, corporations, and member institutions toward a \$1.5 million-plus annual budget.

The ideal candidate:

- Has a broad background in all aspects of development as well as experience building a grassroots pipeline of donors.
- Is committed to social justice.
- Is driven to develop new and innovative fundraising opportunities to meet or exceed revenue goals.
- Has a strong work ethic and excellent time management.
- Is flexible and a self-starter that is able to multitask while also being highly detail-oriented.

Location: Dallas, TX

Hours: 40 hours per week (some evening and weekend hours required)



FAITH IN TEXAS

The Power of Faithful People

Position Requirements

- A Bachelor's degree, or some college experience with extensive relevant work experience.
- Strong writing skills and mastery of major gifts and individual fundraising.
- 3-5 years of experience in development, nonprofit management, or community organizing.
- Passion for the mission of Faith in Texas and for long-term, systemic change.
- Familiarity with North Texas' funding networks and, preferably, working with faith communities.
- Ability to communicate the values of faith-rooted organizing for economic, racial and social justice.
- Cultural competency with our supporter base, which is racially, economically, culturally, and religiously diverse.
- Knowledge of online donor management (CRM) and prospect research systems.

Preferred

- Fluency in Spanish.
- Experience identifying, cultivating, soliciting and securing individual gifts of \$1,000 plus and sponsorships of \$5,000 and more.
- Experience fundraising for a 501(c)4 or 527 organization/PAC.
- A high level of consciousness around race, class, and interfaith language.
- A high degree of grant writing experience with a record of significant results.

Primary Responsibilities

Planning and Strategy

- Collaborate with the Executive Director and Board of Directors to create a fund development plan which increases revenues to support the strategic direction of the organization.
- Implement the fund development plans in accordance with ethical fundraising principles.
- Monitor and evaluate all fundraising activities and timelines to ensure that the fundraising goals are being achieved.

Individual Giving

- Develop and maintain ongoing relationships with major donors, and support staff and Executive Director in cultivating and soliciting donors.
- Creating and executing a strategy for a large sustained base of annual individual donors.
- Manage staff, board, and development committee members and volunteers' portfolios of major donors and prospects.
- Coordinate a process to identify and develop individual donor prospects.



FAITH IN TEXAS

The Power of Faithful People

- Coordinate communication and stewardship processes to further build relationships with and engage individual donors.

Events

- Oversee the planning and execution of special fundraising events as specified in the fund development plan.

Institutional Fundraising

- Manage the grants calendar and ensure that all reporting requirements and proposal/application submission deadlines are met.
- Oversee FITX's grant submissions either by writing proposals/reports or working with staff to write and edit them.
- Maintain relationships with key program officers at foundations and member institutions
- Conduct foundation prospect research and secure initial meetings with potential program officers.

Communications

- Produce bi-monthly, donor-targeted e-newsletter.
- Manage the development and production of fundraising related collateral.

Information Management

- Maintain donor records for accurate reporting, mailing lists and targeted communication.
- Create customized reports from Salsa CRM to track and analyze fundraising activities.
- Oversee gift processing, including data entry, and writing, producing and mailing acknowledgment letters.

Salary and Benefits: Salary is competitive and based on past experience. Compensation includes health insurance, retirement, mileage, and a monthly reimbursement for cell phone or company provided cell phone.

Deadline

Applications close: Friday, September 11, 2020

Email your resume and cover letter to Akilah Wallace, Executive Director, to careers@faithintx.org for consideration.