



Major Gift Officer for Mission Agency

Job Opening

Established in 1983, Serge is a non-profit, international missions agency dedicated to sharing the Gospel of Jesus Christ and bringing positive transformation to communities worldwide through medicine, business, education, church planting, discipleship, and more. With a 20% increase in staff growth since 2016, we are seeking a regional Major Gift Officer to secure funds for the organization by managing a group of assigned and qualified donors, most likely in the midwest or the northeast. Position may be held remotely, is full-time with benefits, and requires establishing a network of financial supporters and raising a portion of your salary. If you enjoy helping people fulfill their passions and interests through giving and connecting to missions, we invite you to apply!

Responsibilities

- Maintain a caseload of qualified donors to secure funds for the organization
- Create personalized goals and 12-month strategies for each person on the caseload including asking, thanking, and reporting, according to each donor's interests and giving history
- Collaborate with appropriate company staff to secure project information, budgets, proposals, reports, and other items needed to secure gifts
- Align strategies for caseload management and donor relationships with Serge's vision, mission, and values as well as with the development strategy laid out by the Executive Director and Development Director
- Utilize events as a strategy for securing gifts and engaging donors when appropriate and effective
- Record actions as required by management that accurately reflect caseload activity
- Maintain knowledge of Serge's departments, fields, and programs, including Estate Planning
- Introduce Serge's Estate Planning to donors when appropriate
- Establish supportive relationships with overseas staff
- Track expenses and maintain set budget

Requirements

- A personal relationship with Jesus Christ and a genuine desire to work in a dynamic, mission-driven environment, applying one's knowledge, skills, and abilities to advance the Gospel
- Complete Serge's Sonship course and demonstrate a commitment to Serge Vision, Mission and Values
- Ability to travel approximately 50% of the time
- Minimum three years experience in development work
- Ability to prioritize and run multiple projects simultaneously
- Ability to think big-picture while managing details
- Engaging story-teller and clear communicator with strong writing skills
- Excellent interpersonal relational skills
- Humility and a sense of humor

Desired Qualifications

- Experience in recruitment, sales, and marketing
- Certificate in fundraising
- Experience living outside of the United States

To Apply, send resume and cover letter with salary requirement to Anita Wessner at HR@serge.org. For more information about our mission agency, visit www.serge.org.