



Director of Development for UNPACKIN' it Ministries

Organization Summary

Officially founded in 2014, UNPACKIN' it Ministries' mission is to challenge, encourage, and inspire sports fans to follow Jesus and become more like Him.

Our vision is to see sports fans everywhere following Jesus.

For more information, please visit www.unpackinit.com.

Position Summary

This role is critical in funding the mission of UNPACKIN' it Ministries through relationship development and cultivation with donors, ministry partners, sponsors, and churches.

Essential Duties and Responsibilities

- Develops and executes a strategic plan that includes donor acquisition and retention, integrating all areas of cultivation (digital, direct mail, and face-to-face meetings).
- Major donor development.
- Find potential individual and corporate donors.
- Maintain relationships with current donors and solicit larger commitments.
- Develop new ministry partnerships and improve the ministry's existing ones. (other sports ministries and men's ministries)
- Negotiate partnerships with content providers, media outlets, distribution platforms, and sponsors.
- Donor relations - donor involvement, solicitation, and appropriate acknowledgment.
- Keep donors informed about the ministry's work and impact, and effectively tell the story of UNPACKIN' it.
- Develop church partnerships with a main focus on Fantasy Football Fellowship.
- Pursue Foundations - grant writing.
- Re-engage with former donors.

Report to the Board of Directors and the President of UNPACKIN' it. Closely work with the Director of Marketing and Communication.

Additional Role Details

Plan, organize, and assist with the fundraising and sponsorships of the organization's key events and fundraisers, including the Golf Tournament, Flag Football Tournament, and Super Saturday Men's Breakfast.

- Assist with marketing plans for donor campaigns by working closely with the marketing team.
- Organize additional donor gatherings in order to cast the vision and communicate the ministry's story.
- Conduct general market research to keep abreast of trends and employ industry-wide concepts and best practices in campaign planning, strategy, and implementation.
- Keep informed of ECFA Standards and AFP trends.

Qualifications

The candidate will be thoroughly committed to UNPACKIN' it's mission. All candidates should have proven leadership and relationship management experience. Other experience and qualifications include:

- A strong desire to work for UNPACKIN' it and is mission-driven with a desire to serve God's kingdom.
- A passionate sports fan and a committed follower of Jesus.
- A college degree.
- Ministry fundraising experience.
- Experience in developing and executing strategies that have taken an organization to the next stage of growth.
- A self-starter.
- Possess passion, integrity, and a positive attitude.
- Have an established network of relationships and potential donors.
- Strong written and verbal communication skills; a persuasive and passionate communicator with excellent interpersonal skills.
- Ability to effectively communicate our mission and vision through one-on-one interactions and public speaking opportunities.
- CFRE designation is a plus.
- Action-oriented, entrepreneurial, adaptable, and innovative approach to strategy.
- Detail oriented.
- Must have excellent organizational skills and time management.
- Ability to work effectively in collaboration with other team members.
- Ability to independently develop and implement strategies and sustain donor relationships over time.
- Basic understanding/knowledge of CRM non-profit software and other fundraising technology.
- Represent the ministry's core values:
 - Selfless and humble
 - Passionate and enthusiastic (about Jesus, sports, and fans knowing Him)
 - Open-handed/hearted (surrendered and obedient to God while being opportunistic)
 - Relatable
 - Teachable and curious (always listening and learning)
 - Showing others grace and gratitude