

Title: Director of Development

Job Summary

The Director of Development plans, implements, and coordinates fundraising efforts and community activities that will encourage, maintain, and increase philanthropic support to meet the short and long term needs of Push The Rock. These activities shall be consistent with the mission and goals of the organization and shall reach individuals, corporations, churches, and para-church organizations in the community.

Primary Responsibilities:

1. Prepare an annual operating plan for the development activities within the community; when complete, such plan will include those goals designated by the President, the objectives and activities consistent with those goals, and a model for evaluating effectiveness, and budgetary requirements.
2. In conjunction with the President and the Development Committee, design, implement, coordinate, and evaluate programs in the following areas of fund development: annual giving, major gifts, planned giving, special events, grant submissions, and other ongoing activities
3. Participate in establishing the overall strategic plan for the ministry.
4. Conduct thorough prospect research and identification activities for the ministry; devise and implement specific strategies to develop relationships with individual donors and community churches; cultivate these relationships to expand the ministry's donor base
5. Report, in a timely manner, the monthly and annual progress, effectiveness, and efficiency of development programs conducted by Push The Rock; identify problems in meeting objectives and recommend solutions
6. Work with the Director of Finance and Administration to develop and maintain a working knowledge of computer software programs specifically designed to facilitate accurate donor and prospect information; employ a donor information system that ensures donor and prospect records and history are current, accurate, and timely
7. Work with the Director of Finance and Administration to develop policies and procedures that provide for regular back-up of donor files and procedures for safeguarding donor and prospect database to ensure the protection and integrity of historical data
8. Accept assignments not specifically delineated above as requested by the President
9. Supervise the search, evaluation, and hiring process for development professional and support staff as may, on occasion, be authorized by the President; provide for ongoing supervision and annual performance evaluation for all development department professional and support staff
10. Develop and maintain strong working relationships with key contacts within the community; this includes businesses, civic groups, churches, and philanthropic prospects; identify potential fundraising opportunities within these groups and recommend a course of action for entering these markets.
11. Represent the ministry in civic organizations and other public forums to enhance development efforts of Push The Rock.
12. Work closely with the President to develop the ministry's public relations and marketing efforts including, but not limited to, yellow page advertisements, promotional brochures, billboard copy, radio and television exposure, and community appearances by board, staff, and volunteers

Personal Qualifications

1. Be a committed Christian who demonstrates a personal relationship with Jesus Christ as Savior and Lord
2. Have a bachelor's or master's degree, preferably in a social service field, or related experience equivalent
3. Have previous experience with non-profit development
4. Have two years of experience in a social service profession in a position requiring management experience or equivalent
5. Exhibit skill in interpersonal communication, public speaking, and problem solving
6. Be able to provide spiritual leadership, discipleship, and support to the volunteers and staff
7. Be able to carry out responsibilities with little or no supervision.
8. Involved in an evangelical church and is supportive of Christian ministry.
9. A Christian who is committed to Push The Rock's Vision, Mission and Core Values (see attachment).
10. A Christian who agrees with Push The Rock's Doctrinal Statement. (see attachment)
11. Resourceful, imaginative, bringing creativity to the role.
12. Convincing, enthusiastic, persuasive, credible.
13. Motivated to serve God in a sports related ministry.
14. Ability to consistently use good judgment.

Reporting Relationship(s):

Reports to the President of Push The Rock

Work Schedule:

Minimum of 45 hours per week. Overtime may be required on occasion to meet specific project deadlines.

Common Shared Skills and Dimensions

Christian Character – Consistent with character qualities discussed in Ephesians Chapter 4: Humble, gentle, honest, patient, compassionate, forgiving, trustworthy in word and deed, control of anger and tongue.

Discipleship & Mentoring - Able to influence actions and opinion of others in a desired direction. Also able to mentor and to develop the skills of others.

Communications - Keeps staff, campers and supporters informed through use of appropriate methods and media. Shares relevant information in a timely manner. Communicates clearly, concisely, and accurately. Listens carefully; applies relevant techniques to ensure understanding. Able to communicate pertinent information in a well organized concise manner. Excellent presentation and public speaking skills. Able to communicate effectively with peers, campers, parents, staff and others.

Problem Solving and Decision making - Ability to identify and focus on the highest priority problems or issues. Identifies appropriate solutions, and weighs the pros and cons of each solution. Acts decisively when a problem or opportunity arises. Distills complex information into the most relevant elements. Balances the needs of all interested parties. Effectively balances the need for timely decisions against the need for effective decisions. Makes or supports sound and insightful decisions even in adverse circumstances.

Customer Focus - Responds to customer needs with foresight, thoroughness, and dedication. Provides services or products that are best suited for the customer. Acts with a long-term perspective - may trade off immediate costs for the sake of a long-term relationship. Establishes productive, beneficial relationships among customers, and partners. Builds and uses a network of external relationships. Builds trust & working relationships based on consistency of actions, decisions, & words.

Teamwork - Fosters exemplary cooperation and collaboration within and between teams. Acts to surface and resolve conflicts. Actively participates as a team member. Supports team decisions. Able to modify personal behavioral style to respond to the needs of others. Publicly acknowledges others who have performed well.

Organizing and Planning & Time Management - Plans effectively. Clarifies goals and tasks expected of self and others. Allocates and uses resources to ensure the best return on investment. Manages workflow to deliver results. Monitors and ensures quality of work. Ensures procedures are followed. Seeks to improve processes to achieve organizational results. Able to work on several concurrent projects, ensuring that time is allocated in such a manner to achieve the results on schedule. Able to break down a program into discrete tasks, delegate responsibility, monitor progress and take corrective action as necessary.

Personal Productivity - Sets well-defined and realistic goals. Perseveres to attain goals. Demonstrates realistic awareness of own skills, abilities, and needs. Demonstrates personal drive to continuously apply lessons learned. Exhibits honesty and professional ethics in all circumstances. Brings energy to the ministry. Able to be sensitive and perceptive in understanding the feelings, needs and opinions of others.

Interpersonal skills – Able to interact well with all kinds of people and is sensitive and perceptive to the feelings, needs and opinions of others.

The Game Plan!

“For physical training is of some value, but Godliness has value for all things. Holding promise for both the present life and the life to come” 1 Timothy 4:8

Push The Rock has One Passion! It’s Jesus Christ! In 1997, we believe that God placed on our hearts a call to win people to our passion, Jesus Christ, through Sport! Sport is a powerful and universal language. Every country, every culture and for all people! Each week, millions of people pass the church Sanctuary for the recreation sanctuary. We live in a leisure oriented, competitive-driven culture. Recreation is important for all aspects of life...From the infant to the Senior Saint!

Doctrinal Position

- The Bible, consisting of the sixty-six books of the Old and New Testaments, in the original manuscripts, is the inerrant and complete Word of God, the final authority in all matters of faith and practice.
(**2 Timothy 3:16**)
- There is one true God, eternally existing in three persons - Father, Son, and Holy Spirit - each of whom possesses equally all the attributes of Deity and the characteristics of personality. (**Mt. 28:18-20**)
- Man was originally created in the image of God. He sinned by disobeying God; thus, he was alienated from his Creator. That historic fall brought all mankind under spiritual condemnation. (**Gen 1:26-27, Gen 3:14**)
- Every person is in need of regeneration and renewal by the Holy Spirit. We believe in the present ministry of the Holy Spirit, by whose indwelling the Christian is enabled to live a godly life. (**John 14:6**)
- Jesus Christ lived a sinless life and voluntarily atoned for the sins of men by dying on the cross as their substitute, thus satisfying divine justice and accomplishing salvation for all who trust in Him alone. He rose from the dead in the same body, though glorified, in which He lived and died. He ascended bodily into heaven and sat down at the right hand of God the Father, where He, the only mediator between God and man, continually makes intercession for His own. (**Hebrews 9:28**)
- Salvation of man is wholly a work of God’s free grace and is not the work, in whole or in part, of human works or goodness or religious ceremony. God imputes His righteousness to those who put their faith in Christ alone for their salvation, and thereby justified them in His sight. (**Eph. 2:8-9**)
- Jesus Christ is the Head of the Church, His Body, which is composed of all men, living and dead, who have been joined to Him through saving faith.
- God admonishes His people to assemble together regularly for worship, for participation in ordinances, for edification through the Scriptures and for mutual encouragement. (**Mt. 16:18**)
- Jesus Christ will come again to the earth - personally, visibly and bodily - to consummate history and the eternal plan of God. (**Revelation 21:6-7**)
- That the Great Commission was given to the Church and that this task of world evangelism is the mission of the Church today. We believe that the Church of Jesus Christ had its historical beginning at Pentecost; is composed solely of believers; is the Body and Bride of our Lord; is distinct from Israel; and that it will be completed as believers fulfill their duty by making Christ known. (**Mt. 28:19-20**)

We Are...

Unapologetically Christian

We Believe...

In the infallibility of Scripture

That Jesus Christ is the Savior of all by grace through faith alone

That we are to love one another as Christ loved the Church

We Commit...

To honor God above all else

To share the Good News of Jesus Christ and be fervent in seeing people come to know Him as their personal Savior

To maintain a strong focus on prayer

To use athletics as a platform for ministry

To work with the local church in sports ministry

To develop sportsmanship and Christian character

To disciple all Push The Rock campers and staff

To value each individual over any program

To follow sound financial stewardship and to the Evangelical Council for Financial Accountability (ECFA) standards