



## DONOR ENGAGEMENT MANAGER

### ABOUT KIDS HOPE USA

At Kids Hope USA, we believe that all kids matter to Jesus and that the local church is uniquely called to care for children in their community. Students deserve caring and consistent adults in their lives to help them thrive. Since 1995, Kids Hope USA has lived into that belief and into our mission to build life-changing relationships, one at a time.

Kids Hope USA pairs community-focused churches with their neighborhood schools to send volunteer mentors into the schools to meet with students in a one-on-one mentoring relationship. Kids Hope USA reaches students who are selected by their teachers, school counselors, and principals as children who could significantly benefit from an additional adult in their life. Today, Kids Hope USA has about 600 church partners who lead more than 700 mentoring programs in 34 states. We are excited about a leader who is passionate about leading a team, propelling growth, and sharing a compelling vision of mentoring as an opportunity for life change for mentors and students.

### CORE VALUES

Relationships Matter: *Christ first, you second, me third. You belong. Stronger together. Mentoring makes a difference.*

Be Excellent: *Be curious. Do what you say you will do. Raise the bar.*

Keep It Simple: *Less is more. Keep the main thing the main thing.*

Go Together: *United by Faith. How can I help? Collaborate.*

Believe What's Possible: *Keep dreaming. Why not? Try something new. Say YES!*

### POSITION DESCRIPTION

*Salary, full-time*

The Donor Engagement Manager's primary role is to provide leadership and support to the Generosity Team while stewarding and cultivating donor relationships to ensure the financial health of the organization. This leader will offer direct coaching to members of the Generosity Team and will work alongside the Director of Generosity and Growth to set strategy, goals, and processes that guide us toward our budgeted goals.

This role is based out of our Zeeland, MI offices with up to 20% travel and reports directly to the Director of Generosity & Growth.

## Donor Engagement Manager Accountabilities:

- LMA (Leadership, management, accountability) for Generosity Team members
- Build and nurture relationships a portfolio of existing KHUSA donors (foundations, corporations, individuals, and churches) with up to \$25,000 annual giving capacity
- Cultivate new donor relationships with mission aligned prospects with estimated giving capacity ranging from \$5,000 - \$25,000
- Create and share a compelling invitation to generate financial support via written and verbal requests
- Invite generosity that inspires transformational giving and long-term support
- Develop and implement new strategies to attract and engage donors
- Financial responsibility for budgeted revenue goals

## QUALIFICATIONS

The mission of Kids Hope USA has never been more important, and the opportunities for growth are abundant. Kids Hope USA has a well-earned reputation as an organization of superior quality, stewardship, leadership, and mission. If you are looking to join a high functioning, committed team, don't miss this opportunity. Apply today. You may be the team member we're looking for to help us grow and expand our programs to serve more children today, tomorrow, and in the years to come.

### *Specific requirements include:*

- Preferred experience with KHUSA (program director, mentor, prayer partner)
- Commitment to and passion for Kids Hope USA's mission
- Ability to naturally develop and nurture relationships and identify new opportunities
- At least 5 years of leadership experience with demonstrated success in leading a healthy, high-functioning team
- At least 5 years in non-profit fundraising, B2B or B2C sales, or similar growth-focused experience
- Coaching skills to provide feedback, encouragement, and solutions for KHUSA team members
- Self-driven, takes initiative, detail-oriented, results-focused, and committed to team and individual goals
- Success in embracing and engaging relevant technology and actively involved in continuous improvement/enhancement of computer and technology skills
- Excellent oral and written communication skills
- Proficient with Microsoft Office Applications (PowerPoint, Word, Excel and Outlook) and virtual meeting tools (Zoom, Microsoft Teams)
- Preferred experience with Raiser's Edge and donor research tools like iWave
- Bilingual abilities are a plus
- Ability to travel regionally and nationwide, approximately 20%

To express interest in this role, please send resume & cover letter to [careers@kidshopeusa.org](mailto:careers@kidshopeusa.org)