



Five Talents Development Director

About the Organization

Five Talents (FT) is a Christian nonprofit that develops micro-enterprise programs in partnership with the church in fragile communities challenged by extreme poverty. We work in nine countries in the global south in many regions that have experienced conflict and political unrest. Over the last 25 years, FT has impacted the lives of over 280,000 families globally to grow their incomes and provide for their families. We provide adult literacy, money management and business skills training, and set up savings and loans groups in which entrepreneurs can access micro loans. With over 80% of our program participants being women, we seek to help people find a sustainable path out of poverty through entrepreneurship.

At FT we seek to be a place where mission driven, talented people want to do their best work to help people around the world. We offer flexible working conditions, and proactively promote a healthy work-life balance, with remote and hybrid work opportunities. Come join our team!

Job Description

The Development Director will lead the US fundraising team. Our donors provide 100% of the revenue to run the organization. FT is a \$3M organization (with sister offices in the UK and Kenya), the US office brings in approximately \$1.45M. This individual will be responsible in developing a strategic plan for revenue growth that includes individual giving, foundations, church and corporate partnerships. The successful candidate must have proven experience soliciting and stewarding existing and new donors. We are looking for a person who is a strategic thinker with robust communication skills, and the motivation to drive initiatives.

The Director will report to the CEO and work closely with the Board of Directors on fundraising efforts. We plan for the Director to travel internationally at least once per year to visit our programs and bring donors along, domestic travel as needed to visit donors.

Responsibilities

1. Develop a 5-year strategic fundraising plan of revenue growth.
2. In coordination with the CEO, grow an assigned portfolio of major donors, deepening engagement that leads to an increase in giving.
3. Build relationships with new friends converting them to engaged donors by securing a gift.
4. Work with the Events Coordinator to conceive of creative/strategic fundraising events and manage the team, CEO and Board in executing events.
5. Raise the profile of Five Talents by presenting at meetings, conferences, churches and foundations.
6. Work with our Communications Manager to update and grow the plan to reach and inspire new and existing donors (including direct mail, digital and social media campaigns).
7. Other responsibilities as called upon.

Essential Requirements

1. Active Christian faith.
2. Experience in soliciting major gifts in the 5-6 figure range.
3. At least 7 years of experience of successful fundraising within the non-profit sector.
4. A track record leading a fundraising team and working to targets.
5. Strong writing skills and proven ability to write persuasively for a variety of different audiences.
6. Able to work within a small team, as well as with FT colleagues in England and Kenya.
7. Bachelor's degree.

Desirable

1. Great sense of humor and collaborative spirit.
2. Experience in international development.
3. Experience using Raisers Edge, Salesforce or a similar CRM.

This is a full-time, exempt position at the Five Talents office in Falls Church in Fairfax County, Virginia with a preference for local candidates. The salary range is \$75-\$100K depending on professional experience. The position includes 15 days of annual leave and eight days of personal leave, in addition to nine holidays, along with an IRA savings plan and health/dental insurance.

To apply, please submit your resume and cover letter to info@fivetalents.org