



Evangelical Lutheran Church in America
8765 West Higgins Road
Chicago, IL 60631
www.elca.org

The Evangelical Lutheran Church in America (ELCA) seeks an experienced **major gift officer leader** to serve as its next **Associate Director for Philanthropy for the Fund for Leaders**.

This **major gifts officer position** increases the financial support for ELCA Fund for Leaders through major and transformational gifts. Working in a team effort and consulting with key leaders, its focus is on strengthening giving to the work of building ELCA Seminary Scholarships and the Endowment for that purpose through the ELCA. It provides excellent stewardship of gifts and responsive interaction with donors around their support for this work.

This position works closely with all members of the Mission Advancement staff and other churchwide units in planning strategies, soliciting donors, reporting impact and celebrating results.

The Mission Advancement unit is responsible for communicating with constituents and donors, handling marketing and public relations, and directing our current, deferred and major fund appeals in order to most effectively communicate around a clear identity and mission, while motivating donors to respond with financial gifts. In addition to Fund for Leaders, the work of the Mission Funding team includes: ELCA World Hunger and Lutheran Disaster Response, ELCA Malaria Campaign, Global Church Sponsorship, New and Renewing Congregations, Vision for Mission and Mission Support.

This position could be a deployed position, with the Associate Director working from his/her home office, and **may not require relocation to Chicago**.

The position requires up to 60-70% travel.

Applications (resume and cover letter) and inquiries about the position may be directed, in confidence, to Gaye Lindfors of Significant Solutions, Inc., the consultant assisting with this search (651-490-9550). Electronic submissions are strongly preferred and should be sent to Gaye@SignificantSolutionsInc.com.

THE ELCA at a Glance

The ELCA is one church with three expressions – a churchwide organization in Chicago, 65 synods throughout the country, and a network of nearly 10,000 congregations. The three interdependent parts work together to form the ELCA. In addition, the ELCA works with a number of related institutions including 285 social ministry organizations and other entities that address human needs, 26 colleges and universities, 8 seminaries, 2 extension courses and a variety of camps, retreat centers, schools and early childhood education centers.

The ELCA is an engaged, active body of people who put faith in God into action -- in millions of ways, all over the world. “God’s work. Our hands.”

We are a church that believes God is calling us into the world together.

We are a church that rolls up our sleeves and gets to work.

We are a church that is a catalyst, a convener, and a bridge builder.

We are a church that believes Jesus is God’s “Yes” to us. Our lives can be a “Yes” to others.

We are a church that belongs to Christ. There is a place for you here.

The organization encompasses three offices and three churchwide units: the Congregational and Synodical Mission, Global Mission, and Mission Advancement:

- **Congregational and Synodical Mission Unit:** The Congregational and Synodical Mission unit fosters and facilitates the work of synods, congregations and partners in making congregations vital centers for mission and in creating coalitions and networks to promote justice and peace.
- **Global Mission Unit:** The Global Mission provides integrated support of this church’s work in other countries and is the means through which churches in other countries engage in mission to this church and society.
- **Mission Advancement Unit:** The Mission Advancement unit is responsible for coordinating the church’s communication, marketing, public relations, mission funding, major gifts, planned gifts and constituent services and data management. It also oversees the work of *The Lutheran* magazine and the Endowment Fund of the ELCA.

The churchwide organization has a staff of approximately 300 people. It also has separately incorporated ministries such as Augsburg Fortress Publishers, Portico Benefit Services, Lutheran Men in Mission, the Mission Investment Fund of the ELCA and Women of the ELCA.

Always Being Made New: The Campaign for the ELCA

This five-year, \$198 million campaign will help the church grow its communities of faith, form new leaders, welcome its neighbors, overcome malaria, confront hunger and poverty, accompany its global companion churches, and so much more. This goal represents a 64 percent increase in designated funding for these ministries. The campaign is entering its third year.

The campaign goal is to grow the Fund for Leader's permanent endowment by \$15 million – increasing the amount of spendable annual scholarship money by over \$600,000.

ELCA Fund for Leaders

The ELCA Fund for Leaders, a scholarship program benefitting exceptional candidates for ministry, enables the ELCA to attract men and women of tremendous promise to study at one of the eight ELCA seminaries.

Over the next 10 years, the ELCA will need 4,000 new pastors just to replace its current leaders. The ELCA Fund for Leaders will transform this challenge into an opportunity infusing congregations and ministries with a new level of talent and energy.

Responsibilities: Associate Director for Philanthropy for the Fund for Leaders

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PRINCIPLE ACCOUNTABILITIES

1. Manage relationship with a portfolio of donors and donor prospects including participating with in developing a deeper giving relationship with ELCA and in particular with ELCA Fund for Leaders. Through these relationships gifts of financial significance would be cultivated and secured on behalf of the ministry.
2. Work with volunteer "development council members" and other regional church leaders to organize, manage, and follow-up from events for donor information and cultivation.
3. Work closely with staff colleagues in planning year-long strategies for individuals, groups, congregations, and synods with a particular concern for major and deferred gift donors (including work with the campaign for the ELCA).
4. Work with staff colleagues on generating and piloting new initiatives that have the potential for more effective major gift support of ELCA Fund for Leaders.
5. Provide general interpretation of the work of ELCA Fund for Leaders to groups of the church toward invitation for both general support and major gift work.

6. Performs other duties as required

EXPERIENCE AND SKILLS

1. At least five years of progressively increased leadership in philanthropy, preferably with an emphasis on major gifts.
2. Experience in encouraging financial support for non-profit or church related activities (either in a professional capacity or as a lead volunteer).
3. Demonstrated ability at public speaking focused on motivating action and the ability to write for on-line and print resource web content and social media.
4. A foundational understanding and a personal conviction around the critical work that the church can do related to Theological education and the critical role it plays in the future of the church.
5. Experience in team-based leadership, especially related to collaborative strategic planning and group-based resource development.

PHYSICAL REQUIREMENTS

Travel: Up to 60-70%.

PHYSICAL DEMANDS

While performing the duties of this job, the employee is regularly required to talk and hear, use hands and fingers to operate a computer and telephone. This position requires sitting for long periods of time. Reasonable accommodations can be made to enable individuals with disabilities to perform the essential functions.

Application Process

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