Position Profile

International Development Officer

(Major Gifts)

The Organization

Cross International, founded in 2001, is a Christian international non-profit working to mobilize the global Church to transform the poor and their communities materially and spiritually for the glory of Jesus Christ. Cross International is poised to take a leap into becoming a significant global agent in this and seeks an entrepreneurial and bold Advancement leader who loves the poor and embraces the privilege of serving “the least of these.”

Our Vision

All Christians united in overcoming physical and spiritual poverty.

Our Mission

We empower the Body of Christ to transform the poor and their communities, physically and spiritually for the glory of Jesus Christ.

Who We Are

At Cross we submit our work to God, seeking His inspiration and leading in everything we do. At our corporate headquarters in South Florida, this is a part of our daily routine. We begin each workday gathered together to focus on our faith and look to our true leader: Jesus Christ. Each morning a different staff member takes a turn leading the entire staff in prayer and devotions. Alternating inspirational activities the rest of the hour.

Our Core Values

Position Title: International Development Officer (South Florida, or virtually based)  
Department: Advancement  
Reports to: President & CEO

Position Summary: Reporting to the President & CEO, the International Development Officer (IDO) will both steward an existing portfolio of major donors, and will also identify, qualify, and build long-term funding relationships with new major gift donors who have the capacity to fuel Cross International (CI) and its associated programs.

The International Development Officer will steward a portfolio of ~150 donors and prospects; identify and cultivate new donors; achieve annual goals pertaining to dollars raised, video and face-to-face visits (travel dependent), special events, and opportunities submitted to donors on behalf of priority needs of Cross International.

Working as a part of a larger development team, the IDO will bring a team-first approach to the position, including an enthusiastic willingness to work on special projects to improve the functioning of CI’s fundraising operations.

The position requires an experience person with excellent interpersonal skills, passion to serve the world’s most vulnerable populations with compassion and respect, a motivation to achieve and exceed revenue objectives and the energy to fulfill the contact activities needed to do so, and an understanding of the contemporary influences within North American evangelical churches and the worldwide Church at large.

Ability to develop an initial revenue base of ~$200K to $1M annual within five years.

Knowledge, Skills & Abilities Required/Preferred:
- A person of committed Christian faith;
- Entrepreneurial and self-motivated, loves challenges and is able to handle multiple tasks with precision while meeting deadlines;
- Enjoying asking for funding support and relish closing an agreement;
- Love working on your own and being part of a team;
- Solving problems with initiative and creativity;
Demonstrated personal successes in major gift fundraising (or high-level sales), comfortable securing five and six-figure gifts;

Demonstrated success in growing revenue significantly, year over year;

A sound working knowledge of fundraising principles or sales processes, planned giving experience or knowledge a plus;

Ability to interact with tact and confidence in gift discussions with individuals, couples, and groups;

Ability to comprehend and effectively communicate the CI mission to donors;

Understand the value of fundraising for a Christian-based organization;

Superior oral and written communication skills, as well as interpersonal, organizational and motivational skills;

Knowledge of or interest in international affairs, including Latin America, the Caribbean and Africa;

Database management skills and proficiency with Word, Excel and PowerPoint, CRM: Give Effect, or Raiser’s Edge, Salesforce a plus, along with ability to learn new software and navigate common business use IT issues;

Effective at working remotely, and being an engaged member of a team

Familiarity with social media platforms;

Economical and efficient skill in business travel

**Essential Responsibilities:**

- Increase financial support from major donors by relationship development, understanding needs/desires, presenting options to meet objectives, asking for support and closing five and six-figure agreements;
- Participate in the development and implementation of donor acquisition activities;
- Identify and cultivate new major donor prospects (personal contacts, networking, etc.) into major donors to Cross;
- Achieve personal annual revenue goals and assist in meeting organizational goals;
- Plan and execute a contact strategy, including measured benchmarks;
- Communicate with all new major donors on a timely basis and qualify philanthropic capacity;
- Travel frequently to visit donors and accompany them on vision trips as needed (as current CI travel policy allows);
- Keep donors updated through consistent personal contact;
- Organize small group cultivation gatherings with volunteer assistance;
- Document in the database all interactions with donors;
- Interface with International Projects department to build on their expertise to cultivate major gifts;
• Identify potential foundations, corporations and churches for cultivation and solicitation.

**Education or Certification Requirements:**
• A minimum of a bachelor’s degree in business administration, communications, international studies, non-profit administration or a related field.
• Fluency in Spanish or another foreign language is strongly preferred.

**General Requirements:**
• 10+ years of fundraising, marketing or sales experience;
• Will be an active member/attender of a local Christian church and is a contributing part of a local body of believers
• Has a deep desire, a calling, to serve the world’s most vulnerable people;
• Thrives and is able to perform in a changing organizational environment;
• Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and cultivate long-term relationships;
• High energy and passion for CI mission is essential, in order to motivate groups and individuals;
• Is a person who has a sense of humor and enjoys co-workers;
• Can be based in South Florida or remote within the United States;
• Ability to effectively work remotely from a home office as needed, with travel to CI headquarters on a regular basis (i.e., weekly or quarterly, as current travel policy and office conditions allow in relation to COVID-19 and where you are based);
• Able to travel daily in local vicinity and 20%-30% of the time out of region. Some international travel to project sites and hosting donors is required, less than 10% of time. (All travel is dependent on CI current travel policy and in relation to COVID-19)

For more information about Cross International visit our web site at https://crossinternational.org

To apply please submit your resume to hr@crossinternational.org