

# Major Donor Engagement Officer

*unfoldingWord* | Remote | Full-time, contract to hire

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## Abstract

unfoldingWord seeks a strategic, relationship-driven Major Donor Engagement Officer to cultivate, solicit, and steward transformative gifts (\$10,000 to seven figures) from high-capacity individuals, businesses, churches, and foundations. Reporting to the CDO, this role advances our vision of a church in every people group and the Bible in every language. This is a ministry role requiring both fundraising excellence and personal faith in Jesus Christ.

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## Character

- **Mission-Driven & Faith-Rooted**— Personal faith in Jesus Christ and alignment with unfoldingWord's Statement of Faith and Core Values; able to speak authentically about Bible translation with high-capacity donors.
  - **Relationship-Oriented**— Builds trust, listens actively, and cultivates long-term donor partnerships grounded in shared Kingdom purpose.
  - **High Integrity**— Exercises ethics, discretion, and confidentiality with sensitive donor information.
  - **Strategic Thinker**— Balances big-picture vision with attention to detail in portfolio management.
  - **Resilient & Self-Motivated**— Works independently with high energy through the long arc of major gift cultivation.
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## Responsibilities

- Develop and execute major gift strategies to meet annual and campaign fundraising goals.
  - Manage a portfolio of 75–150 donors and prospects through research, qualification, cultivation, solicitation, and stewardship via face-to-face meetings, proposals, and presentations.
  - Build and maintain relationships with high-capacity donors, business owners, family foundations, and church leaders who share a passion for global Bible translation.
  - Collaborate with the CDO and program leaders to identify funding opportunities and build compelling, mission-rooted cases for support.
  - Lead moves management using Virtuous CRM, ensuring donor interactions and touchpoints are documented promptly.
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## Experience

- Bachelor's degree in nonprofit management, business, communications, or related field.
  - 3–5 years of major gift fundraising in nonprofit, ministry, or higher education; proven track record closing individual gifts of \$10,000+.
  - Experience fundraising within a faith-based, ministry, or church context strongly preferred.
  - Familiarity with CRM and prospect research tools (Virtuous, DonorSearch, WealthEngine, LexisNexis); ability to travel and work flexible hours.
  - Preferred: CFRE certification (or in progress), experience with high-net-worth individuals, family foundations, and planned giving vehicles.
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## Skills

- Exceptional verbal and written communication; credible with major donors, church leaders, and organizational leadership.
  - Collaborative across development, marketing, and communications teams with a track record of building strong stewardship portfolios.
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