



FORGE LEADERSHIP NETWORK: Development Director

About the Organization:

You will join an organization that mentors, trains, and connects the next generation of faithful conservative leaders in the public square. Forge Leadership Network recruits conservative students and young professionals, ages 18-25, wanting to lead in politics, culture, and business. Through our Leadership Summit and Mentorship Academy, Forge equips young conservatives to think about their vocation critically, examine public policy and ethics from a Judeo-Christian worldview, gain practical skills for cultural engagement, and establish connections to launch their careers. Just as Major League Baseball cultivates talent through its minor leagues, Forge is the state-based farm system for the conservative movement.

About the Position:

Forge is a fast growing organization with a need for someone to take the helm to operationalize our fundraising efforts. This is a critical role that will work closely with the President and COO to systematize and scale every aspect of our fundraising. The ideal candidate has personally raised five or six figure gifts and has experience on a Development team in a multi-million dollar organization. This will be the first full-time fundraising position within Forge. As our revenue base grows, they will have the opportunity to build out their dream fundraising team and operation.

Responsibilities:

- Lead the development of a comprehensive fundraising strategy and plan to increase annual revenue from \$1 million to \$3 million or more over the next five years. Oversee execution of all elements including individual giving, foundation giving, online giving, mail, and events to raise funds toward supporting Forge's annual budget.
- Identify, cultivate, and meet with current and prospective major gift supporters.
- Coordinate and track relationship building for senior leadership of Forge.

- Partner effectively with Forge's staff and consultants to obtain appropriate program information for proposals. Ensure donors receive proposals and fundraising materials tailored to their areas of interest and respond to donor requests in a timely manner.
- Develop and oversee systems for prospecting, solicitation, and increasing gift giving for all donors.
- Oversee software systems to support all development projects and operations. Ensure gifts are tracked and acknowledged accurately and quickly.

Qualifications:

- 5+ years of nonprofit fundraising experience, including 3+ years of experience in successful and verifiable solicitation of major gifts.
- Understanding of all facets of fundraising including individual giving, foundation giving, online giving, and direct mail.
- Proven management and leadership capabilities.
- Proven track record of achieving annual revenue targets.
- Demonstrated ability to think strategically with a thorough understanding of strategic development.
- Ability to travel as needed (Approximate travel: 30%)
- Proven ability to fundraise from a virtual office.
- Flexible and adaptable style.
- Exceptional written and verbal communication skills.
- High level of organization, attention to detail, and the ability to manage and prioritize multiple projects at one time with success and accuracy.
- CRM experience (Forge utilizes the Virtuous platform).
- Willingness to work on any task – no matter how big or small – to get the job done.

All Forge employees must be able to sign a statement of faith.

To Apply:

To apply, please submit your resume and cover letter at forgeleadership.org/careers