



## **Maranatha Christian Schools (MCS)**

**Position:** Director of Development

**Reports to:** Superintendent of MCS

**Mission:** The Director of Development & Campaign Manager leads a comprehensive development program that includes annual fundraising, major donor cultivation, and capital campaign leadership. This position is responsible for execution of all fundraising initiatives to support the mission and vision of Maranatha Christian Schools. In the near term, this role will serve as the internal campaign manager for MCS's upcoming capital campaign currently in the feasibility phase.

### **Key Responsibilities:**

- Serve as internal campaign manager for the "Building for Impact" capital campaign, coordinating with campaign counsel, the Superintendent, and campaign leadership.
- Manage campaign timelines, gift tracking, prospect cultivation, and donor solicitation strategies during the quiet and public phases of the campaign.
- Develop and implement a multi-year strategic fundraising plan that supports both short-term campaign success and long-term annual and major gift growth.
- Identify, cultivate, and steward relationships with current and prospective donors from all constituencies, including parents, staff, alumni, board members, local churches, and community supporters.
- Support and equip the Superintendent, board members, and key volunteers in donor engagement and solicitation efforts.
- Build, train, and lead a Development Team—including staff, board, and volunteers—who are enthusiastic advocates for giving and the MCS mission.
- Establish development goals and key performance metrics; provide regular reporting to executive leadership.
- Maintain accurate donor records using the school's development database; track activity, generate reports, and steward gifts.
- Manage the financial development and campaign budgets with integrity and efficiency.
- Partner with communications staff to ensure campaign messaging, appeals, and materials are aligned with MCS's values and priorities.

- Oversee and support donor events, campaign gatherings, and related activities as part of a unified development strategy.
- Monitor industry trends and local donor behavior to ensure MCS remains responsive, competitive, and mission-focused.

### **Skills and Attributes:**

- A Bachelor's degree is required.
- Direct experience in professional fundraising is not a must but a plus, including annual funding, major gifts, and capital campaigns; planned giving knowledge and experience an added value.
- Experience leading or serving on a capital campaign preferred.
- Strong interpersonal, written, and verbal communication skills—able to genuinely and persuasively share the MCS story with donors.
- Strategic and collaborative leader with excellent organizational and project management skills.
- Confident in the ability to build trust and lasting rapport with donors.
- Demonstrated ability to manage a development database and use donor data to inform strategy.
- Mature Christian with deep belief in and passion for the mission and work of Maranatha Christian Schools.
- Flexible and willing to work evening hours and travel as needed.
- Positive and engaging team player who thrives in a high-trust, faith-centered environment.
- CFRE certification is desirable but not required.