



Gospel Tide Broadcasting Association
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January 25, 2018

The Tide is a Christian ministry that was founded in Chambersburg, Pennsylvania in 1946. Over the past seven decades this ministry has grown from a single domestic radio program into an international mission organization reaching people in 8 countries through radio programs and related discipleship activities in 25 languages. The Tide is currently seeking a Director of Development to help drive further expansion and ministry growth by helping to build and broaden the base of financial support for The Tide ministry activities. The attached Job Description provides additional details. Interested individuals who are suitably qualified may submit a letter of interest and resume to The Tide Director at the address listed on the job description. Applications will be accepted until March 16, 2018.

Don Shenk,
Director



Creatively sharing
the Good News of Jesus Christ
worldwide through media
and partnerships

Gospel Tide Broadcasting Association

Director of Development

POSITION SUMMARY:

The Director of Development is responsible for planning, organizing, and directing all of The Gospel Tide Broadcasting Association's fundraising including, the major gifts program, annual fund, planned giving, special events and capital campaigns. The Director works closely with the Executive Director and the Board of Directors in all development and fund raising endeavors. The Director reports to the Executive Director.

QUALIFICATIONS:

- Personal testimony of salvation and ongoing relationship with Jesus Christ.
- Demonstrates concern for the growth and outreach of the ministry.
- Must embrace the mission of The Gospel Tide Broadcasting Association.
- Evidence of being in agreement with the ministry purposes and goals.
- Affirms the Gospel Tide Broadcasting Association Statement of Faith.
- Have strong interpersonal and writing skills.
- Have knowledge and experience in fund raising techniques, particularly major gift fundraising.
- Possess the skills to work with and motivate staff, board members and other volunteers.
- Have the desire to get out of the office and build external relationships.
- Be a "self-starter" and goal driven to initiate donor visits and fundraising calls.
- Be organized and exhibit "follow through" on tasks and goals.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability.
- A bachelor's degree.
- 5 years minimum experience in professional fundraising.

JOB RESPONSIBILITIES:

1. Meet prospective donors and supporters on a continual basis to establish effective communications with them.
2. Grow a major gifts program including identification, cultivation and solicitation of major donors.
3. Oversee grant seeking including research, proposal writing, and reporting requirements.
4. Build the planned giving program with a focus on deferred gifts such as bequest expectancies.
5. Direct the annual fund program, including mailings and annual fundraising drives.
6. Direct capital campaigns and other major fundraising drives.
7. Coordinate fund raising special events.
8. Oversee prospect research.
9. Work closely with The Gospel Tide Broadcasting Association Executive Director, and Board of Directors.
10. Make public appearances/accept speaking engagements to share information about the The Gospel Tide Broadcasting Association with the community.
11. Staff resource to the Board Development Committee.
12. Oversee fundraising database and tracking systems.
13. Supervise and collaborate with other fundraising staff.
14. Oversee creation of publications to support fund raising activities.
15. Maintain gift recognition programs.
16. Demonstrate professional conduct at all times.
17. Perform other related duties as requested.

SALARY/BENEFITS:

Competitive/commensurate with experience and other qualifications.

APPLICATION:

E-mail resume to Don Shenk (donshenk@thetide.org) at The Gospel Tide Broadcasting Association