

## SENIOR DIRECTOR, DONOR MINISTRIES—NORTH DAKOTA

### ABOUT PULSE

Launched in 2006 in North Dakota by Nick Hall, Pulse Evangelism is a leading global evangelistic ministry on mission to reach the lost and unleash young evangelists. Living at the intersection of live events and digital efforts, Pulse Evangelism exists to bring the message of Jesus to the pulse of a generation by all means possible, through the ministry of Nick Hall and a team of emerging evangelists.

### POSITION OVERVIEW

The Senior Director, Donor Ministries will be based in North Dakota and support the mission of Pulse Evangelism by raising funds, especially through building relationships, personal solicitations, and events across the state of North Dakota. This position is responsible for identifying, cultivating, and stewarding mid-level and major donor relationships into maximum capacity and loyal financial partners of Pulse Evangelism. This is a key position within the Donor Ministries team and will regularly collaborate with team members around new strategies for growing funding through donations.

### Core Competencies at Pulse

- Great communication skills that will benefit you and your internal and external relationships
- Successful experience in developing in-depth cultivation and solicitation strategies
- Technical aptitude for donor management software, Microsoft Office, Mac programs, and multimedia software
- Ability to engage and utilize the Leadership Team and board members as appropriate in maximizing donor meetings, strategy, and outcomes
- Able to balance the overall goals and objectives, with multiple projects, while also being organized and detail-oriented, with excellent oral and written skills
- Team player with the ability to work collaboratively and strategize with other departments
- Work independently with little supervision and in a team environment
- Teachable and able to pick up on new ideas, processes, and procedures quickly
- Self-starter, willing to take initiative
- Servant heart and attitude, ready to help wherever and whenever needed

### Essential Responsibilities for this Role

- Build strong relationships with an assigned portfolio of donors with outcomes of maximum, loyal giving
- Identify and cultivate relationships with prospects and donors through strategic meetings and event involvement
- Assist team members and others associated with Pulse in the evaluation, researching, cultivation and solicitation of the highest-potential prospects in mid-level to major donors
- Ensure appropriate and timely follow-up with donors upon receiving intents and gifts aligned with the Donor Ministries stewardship program
- Assure high level of accuracy when providing information about the mission, accomplishments, and needs of Pulse
- Maintain accurate and timely records of donor and prospect interactions and contact information

## Additional Responsibilities

- Engage in personal and team development opportunities presented by Pulse leadership
- Plan and orchestrate special events (including fundraisers, home gatherings, etc.) on behalf of Pulse as needed
- Travel as needed, primarily throughout North Dakota
- Assist and perform any and all other duties as assigned

## Experience and Education Ideal for this Role

- Bachelor's Degree with a preference for three to five years of successful fundraising experience

## People at Pulse...

- Follow Jesus, live faith-forward, and are in agreement with the Pulse mission, [Statement of Faith, and Core Values](#).
- Are passionate about evangelism and make it relevant to all.
- Pursue and exceed objectives, going for excellence, not easy.
- Model Christian integrity and are hard workers with grit.
- Show agility by adapting and reassessing new situations quickly.
- Are good stewards of our resources, maximizing our time, talent, possessions, and wealth.
- Prioritize the diversity of “every tribe, tongue, and nation” (Revelation 7:9) on our team.