

Regional Gift Planner Evangelical Lutheran Church in America (ELCA)

The Evangelical Lutheran Church in America (ELCA) seeks a **Regional Gift Planner** for **Southern California and Hawaii**.

Territory includes: ELCA Southwest California Synod and Pacifica Synod

The **Regional Gift Planner** is responsible for identifying, cultivating, soliciting and securing new and ongoing gifts from individuals in support of churchwide ministries, congregations, synods and related ELCA ministries. The Gift Planner works in partnership with synods, ELCA related organizations and institutions to expand the network of prospective donors and increase support for all Lutheran ministries.

Reporting to the Director for Planned Giving, this position is part of a nationwide network of eighteen professional Regional Gift Planners. **Each Gift Planner lives and works within their assigned territory (home office).**

Applications (resume and cover letter) and inquiries about the position may be directed, in confidence, to Gaye Lindfors of Significant Solutions, Inc., the consultant assisting with this search (Gaye@SignificantSolutionsInc.com; 651-490-9550).

Please highlight your participation in an ELCA congregation and/or experience with an ELCA organization in your cover letter.

PRINCIPAL ACCOUNTABILITIES

1. Meet with prospective donors to conduct discovery interviews; present gift plan proposals and ask for planned gifts on subsequent meetings.
2. Make follow up calls to attendees to schedule appointments for discovery interviews, as well as calls to prospective donors from lists generated by CRM reports.
3. Meet with pastors and key congregational leaders to explore vision and mission goals of their congregations. Present multi-faceted programs to congregational decision makers, resulting in workshops, events and additions to ELCA Pooled Trust endowment vehicle.
4. Lead planned giving workshops in congregations, synod assemblies, and for other ELCA-related organizations.

5. Complete Weekly Tracker for activity metrics. Update Pipeline Report for current stage and potential gift type/size and close date. Participate in weekly one on one activity calls. Enter all contacts and meeting notes in CRM.
6. Ensure timely activity reporting to all partners through maintenance of prospect and donor information in the ELCA constituent information system.
7. Work with Director of Foundation to ensure regular communication with partners and coordination of partnership meetings.
8. Coordinate and plan regional visits within assigned territory.
9. Perform other duties as assigned.

QUALIFICATIONS

1. Demonstrated commitment to the missions of the ELCA, its institutional partners and the donors who support Lutheran ministry through outright and deferred gifts.
2. Seven years' experience in resource development, planned giving, marketing or related careers.
3. Excellent communications skills with the ability to relate one-on-one and in large groups. Ability to effectively interview potential donors about their passions for ministry and available assets, as well as present proposals, and ask for planned gifts.
4. Demonstrated ability to listen to a potential donor, picking up on queues and directing the conversation towards a successful completion of a gift.
5. Ability to utilize a constituent information system as an integral part of the moves management strategy.
6. Willingness to work independently in home office environment.

Travel: Approximately 3 days/week on the road (not necessarily overnight). Will drive to meet with donors within assigned territory.