



Title: Major Gifts Officer

Reports to: Campus Pastor

Status: Part-Time, .5 FTE, FLSA: Exempt

### **About Lutheran Campus Ministry – Twin Cities:**

Lutheran Campus Ministry-Twin Cities is a ministry of the Evangelical Lutheran Church in America (ELCA), rooted in Word and Sacrament that lifts up the gifts of our ever-changing young adult community. Located in Grace University Lutheran Church on the campus of the University of Minnesota-Twin Cities, LCM-TC welcomes, gathers, equips, and sends students, trusting that through these young adults, the Spirit is active in transforming the campus and the world. Grounded in Christ's love and mercy, we value hospitality, service, justice, integrity and curiosity.

### **Position Summary:**

The Major Gifts Officer will report to the Campus Pastor and work collaboratively with LCM-TC's Development Manager to advance the mission of LCM-TC, paving the way for a sustainable future at the University of Minnesota-Twin Cities. This new position will (1) cultivate and manage relationships with current individual donors, alumni, and congregational partners alongside (2) seeking new prospective supporters of this ministry.

### **Primary Responsibilities:**

- Collaborate with key LCM-TC Staff and Board to develop a major gift program for the organization.
- Collaborate with the Endowment Team to cultivate and manage relationships with major donors to invest in our Endowment Campaign.
- Manage a portfolio of mid-major level donors (\$1,000 - \$10,000) through qualifying, cultivating, soliciting, and stewarding current and potential donors.
- Manage a portfolio of emerging prospects, focus on gifts of \$10,000 plus.
- Manage relationships with congregational partners by sharing LCM-TC's mission and exploring pathways for financial support.
- Participate in LCM-TC events by focusing on major donor, alumni and key stakeholder invitations and cultivation.
- Maintain strong, cooperative working relationships with program and development staff to provide a better experience for donors and volunteers.
- Represent LCM-TC at community events as needed.

**Qualifications:**

- Commitment to the core values of Lutheran Campus Ministry-Twin Cities
- Minimum of 3-5 years' experience with a demonstrated track record of annual giving, or mid-major to major level gifts.
- Must be a team leader and player; build relationships and communicate effectively with others.
- Ability to maintain confidentiality when handling and communicating sensitive information. Demonstrated ability to take initiative, work independently and be detail oriented. Excellent written and verbal communication and problem-solving skills are required.
- Experience in ELCA organizations and/or Higher Education preferred, though not required.
- Experience in Salesforce or other CRM databases preferred, though not required.
- Bachelor's Degree, or relevant work experience required.

**Compensation:**

This is a part-time exempt position with a starting annual salary of \$25,000-\$40,000. You are eligible to participate in our benefits package through Portico Services. LCM-TC offers vacation, paid sick time, and 8 paid holidays. LCM-TC's office is a hybrid workplace with a flexible schedule. The small staff works collaboratively to ensure we have sufficient time in person with one another. Lutheran Campus Ministry – Twin Cities seeks a diverse pool of candidates.

**Application Process:**

Interested candidates should send a cover letter and resume to Pastor Kate Reuer Welton at [kate@umnlutheran.org](mailto:kate@umnlutheran.org). Review of applications will begin March 15, 2024 and will remain open until the position is filled. Lutheran Campus Ministry – Twin Cities is an equal opportunity employer and prohibits discrimination based on race, color, sex, age, national origin, disability, genetic information, sexual orientation, gender identity or any other consideration made unlawful by applicable law.