



Lake Wapogasset Lutheran Bible Camp, Inc.

Wapo • Wilderness Canoe Base • Ox Lake

738 Hickory Point Ln Amery WI 54001 715.268.8434

campwapo@campwapo.org www.campwapo.org

Development Associate (Major Gifts) Role Description

Purpose

To advance the mission, vision, strategic direction, goals and objectives of Lake Wapogasset Lutheran Bible Camp Inc by securing a steadily increasing proportion of the ministry's revenue from larger gifts.

Qualifications

- Commitment to and articulate about his/her personal relationship with Jesus Christ and the mission of Lake Wapogasset Lutheran Bible Camp.
- Minimum 3 years of successful fundraising or relationship-based revenue-generating experience. Motivated by measurable outcomes with strong personal relationship, marketing and networking skills.
- Eager, competent listener who asks the right questions to start important conversations. Focused, efficient and effective in managing time, projects, communication, resources, and technology.

Broad Functions

Works with the Director of Development to inform strategic and annual plans, and identify and evaluate the Development programs that will best address organizational goals and objectives.

Works with colleagues and volunteers to plan and implement relationship-building, major gift and planned gift fundraising programs the meet unrestricted, restricted giving, and endowment objectives.

Specific Functions

Primary responsibility for securing unrestricted, restricted and endowment gifts through:

- personal, face-to-face cultivation and gift invitation visits
- capital, endowment and other project-focused campaigns
- strategic congregations and other organizations with higher philanthropic capacity
- planned giving prospects and programs
- additional responsibilities as assigned in strategic and annual plans.

Spends approximately 50% of time in face to face donor discovery, cultivation and gift invitation activities. Interactions are managed and reported in the donor database in a timely manner.

Manages a portfolio of 150-200 major gift prospects, and works with the 'moves management team' to develop and implement strategies that lead to growing competency and effectiveness in major gifts work and planned giving work across the organization.