



OUR PURPOSE AT CARE FOR AIDS

TO EMPOWER PEOPLE TO LIVE A
LIFE BEYOND AIDS

CARE FOR AIDS

CHIEF DEVELOPMENT OFFICER JOB DESCRIPTION

ATLANTA, GA, USA

FULL-TIME

COMPANY DESCRIPTION

CARE for AIDS was founded in the summer of 2007 when Justin Miller, Zach Fallon, and Josh Titus went on a mission trip to Kenya as college students. There, they were confronted by the harsh realities of life for HIV-positive men and women. By God's divine appointment, these friends were hosted during their trip by none other than Cornel Onyango and Duncan Kimani. These two visionary Kenyans shared a similar passion and calling for the marginalized people group living with HIV/AIDS. CARE for AIDS went on to be founded by Justin, Cornel, and Duncan shortly thereafter and the journey to impact men and women of East Africa began.

CARE for AIDS has since grown to empower people to live a life beyond AIDS in 71 communities throughout East Africa. With 200 indigenous staff, CARE for AIDS provides a holistic church-based program for people living with HIV/AIDS in East Africa. Their church-based program empowers clients in five main areas: spiritual, physical, emotional, social, and economic. With a 95% graduation rate, CARE for AIDS has changed the lives of over 20,000 men and women who will be forever changed.

The CARE for AIDS team is expecting God to work in big ways as they look to add 18 new centers in 2021 and double the operating budget over the next 3-5 years. The team is growing and needs passionate leaders to join in on the life-changing work that God is doing through CARE for AIDS.

JOB DESCRIPTION

The Chief Development Officer will lead CARE for AIDS into their next season of expanding the organization for greater impact. The CDO must be someone that buys into the very relational approach that CARE for AIDS has for their development strategy. This individual will spend his or her time focused on team leadership, donor cultivation, and strategic initiatives. As a member of the leadership team, the CDO will partner alongside the CEO on all major fundraising activities while leading the development staff and establishing the proper systems and communications to ensure continued growth. With the organization poised to double in size over the next 3-5 years, the CDO will make a major impact on the future of the organization. This individual will join an excellent team committed to the advancement of the Gospel among those living with HIV/AIDS in Africa.





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POSITION KEY RESPONSIBILITIES

- 1) Partner with the CEO on all major fundraising initiatives
- 2) Provide ongoing coaching, teaching, training and strategic leadership to the development team
- 3) Develop and implement a comprehensive fundraising plan to include major gift donors, church partners, corporations, and foundation grants
- 4) Guide capital campaign alongside marketing firm designed to double the size of the operational budget in 3-4 years
- 5) Manage a portfolio of donors and prospects through a relational approach of personal visits and outreach
- 6) Cultivate relationships with current and prospective donors of CARE for AIDS to produce increased engagement and giving
- 7) Collaborate with the CEO to enhance relationships and create greater fundraising and outreach possibilities
- 8) Partner with the Operations Team to ensure communications and systems are optimized to meet development objectives
- 9) Grow and expand the development team as necessary through recruiting and training

QUALIFICATIONS

- Bachelor's Degree required
- At least 7+ years of experience in the development and implementation of a broad-based fundraising program including major gift donors, church partners, corporations, and foundation grants
- Passionate about the mission of CARE for AIDS and the advancement of the Gospel among those living with HIV/AIDS in Africa
- Ability to influence and authentically engage a wide range of donors and build long-term relationships
- Prior experience leading teams to achieve results through collaboration, developing trust, providing challenge, and leading with humility
- Global fundraising background is preferred but not required
- Ability to develop and implement a strategic plan, either multi-year or annual
- Flexible and adaptable style of leadership that can positively impact both strategic and tactical fundraising initiatives
- Strong organizational and time management skills
- Excellent work ethic, collaborative, and results-oriented
- Honest, trustworthy, and exhibits sound judgment
- Ability to travel to Kenya at least once per year and stateside travel as needed

ADDITIONAL INFORMATION

Competitive compensation, Unlimited PTO, SIMPLE IRA match, health stipend, etc.

IF INTERESTED, SUBMIT RESUME & COVER LETTER TO JUSTIN@CAREFORAIDS.ORG

