

Director of Leadership Giving The FarmHouse Foundation

The FarmHouse Foundation, the educational foundation and fundraising arm of FarmHouse Fraternity, is seeking its first Director of Leadership Giving. We strive to hire talented, ethical, motivated, goal-driven and hardworking professional members for our FarmHouse Foundation team who champion our mission to “Build the Leaders of Tomorrow.”

The FarmHouse Foundation is a 501(c)3 public educational foundation supporting the educational and leadership programs of the Fraternity as well as providing scholarships to individual members for academic achievement. FarmHouse International Fraternity is a men’s international agriculturally-related fraternity founded in 1905 that seeks to build men intellectually, spiritually, socially, morally and physically. FarmHouse is located on 38 campuses throughout the United States and Canada, with 1,800 undergraduates and 30,000 living alumni.

The Director of Leadership Giving is a full-time position responsible for the identification, cultivation, solicitation, stewardship and recognition of current and future donors in an effort to advance the Foundation’s mission, vision, fundraising initiatives and funding priorities. Willingness to travel is required, approximately one-third of the time including periodic evenings and weekends.

This person will create meaningful opportunities for engaging donors and has a significant effect on the Foundation’s ability to cultivate, retain and steward donors. This in turn, affects giving that enables the FarmHouse Foundation to provide critical financial support to FarmHouse International Fraternity in the pursuit of “Building the Leaders of Tomorrow.”

POSITION RESPONSIBILITIES:

The Director of Leadership Giving will report to the Executive Director & CEO of the FarmHouse Foundation and in this capacity, it will be this person’s responsibility to:

- Build meaningful, long-term relationships with current and future donors (alumni, parents and friends) for the betterment of FarmHouse and effectively present the case for philanthropic support and giving opportunities.
- Collaborate with the Executive Director & CEO, Staff and Foundation Trustees to identify, cultivate, solicit and steward appropriately donors of the Foundation.
- Solicit and secure philanthropic contributions in support of FarmHouse’s educational and leadership priorities and meet fundraising financial and productivity goals.
- Develop and implement strategy for donor prospects, with particular focus on leadership-level giving, including ways to increase involvement of donors, alumni volunteers and prospects in the activities of the Fraternity and Foundation.
- Utilize both current and planned gift opportunities to best meet donors’ desires, interests and financial capabilities.

- Plan trips and connect with donors to set appointments for in-person visits.
- Serve as a partner with the Director of FH Excellence Fund in the creation of donor engagement, fundraising goals and initiatives for the FH Excellence Fund.
- Ensure timely follow up with correspondence, phone calls and additional visits, as appropriate.
- Represent the Foundation to internal and external audiences during work-related travel and events, professional development conferences and interfraternal events.
- Maintain the Foundation's reputation for integrity, responsibility, caring and prudent management of donor gifts and engagement.
- Work as a member of the FarmHouse International team and when needed support team members and alumni volunteers.
- Sustain professional expertise through continuing education.
- Complete assignments and responsibilities as needed and delegated, in support of the Foundation.

QUALIFICATIONS:

- Bachelor's degree is required.
- Proven experience in fundraising, specifically cultivating, soliciting and stewarding donors.
- Relevant experience in the related fields of marketing, sales, public relations, financial planning, alumni relations, higher education and/or volunteer management is a plus.
- Willingness and ability to travel frequently, at approximately one-third of the time, including night and weekend commitments.
- Membership in FarmHouse Fraternity preferred; membership in another fraternity or sorority organization is desirable, but not required.
- Relocation is desirable, but not required. This will be determined based on candidate's current location and ability to work remotely.
- Good driving record, as a background check on driving record is required as part of employment consideration.

WE SEEK AND VALUE INDIVIDUALS WHO:

- Are passionate and accountable for their responsibilities and leadership of their position;
- Prioritize expanding our fundraising capacities to build funding to support our mission;
- Demonstrate integrity, respect and relationship building with alumni, donors, board members, volunteers and others;
- Build community among colleagues through teamwork, collaboration, collective and shared ownership, care and concern for each other;
- Exhibit proactive, approachable and honest communication;
- Are articulate in speech and writing;
- Are efficient and ethical stewards of the Foundation's resources and assets;
- Are open and adaptable to new ideas and initiatives;
- Recognize work and life are not mutually exclusive, and while honoring flexibility, doing what it takes to achieve results;

- Measure progress by seeking opportunities to be more efficient, innovative and relevant to the needs of our members and donors;
- Desire to grow in their skills and abilities professionally and personally; and
- Are committed to excellence by working to fulfill our mission, vision and the Object of FarmHouse.

COMPENSATION AND BENEFITS:

- Competitive nonprofit salary, commensurate with experience.
- Health insurance coverage for employee (90% premium paid by employer) with \$1,500 annual supplemental medical reimbursement plan for health-related costs.
- Eligibility for employer match of up to six percent (6%) into an individual SEP-IRA, after one-year of full-time employment.
- Paid personal time off and 11 paid observed holidays.
- Annual performance bonus opportunity.
- Positive, collaborative office environment where professional development is supported.

TO APPLY:

To apply for the position of Director of Leadership Giving, please submit the following:

1. Cover letter stating interest and highlighting specific professional and volunteer experiences applicable to the position as well as salary expectations.
2. Resume highlighting relevant professional experiences and specific leadership skills, responsibilities and achievements.
3. Names and contact information of no more than three references to speak to the applicant's professional skills and abilities.

Please send cover letter, resume and references electronically or by mail by **June 1** to:

Jeanine Lane, Executive Assistant & Office Manager

The FarmHouse Foundation

7306 NW Tiffany Springs Parkway, Suite 310

Kansas City, MO 64153

Jeanine@FarmHouse.org

More information about FarmHouse Foundation and FarmHouse Fraternity is available online at www.farmhouse.org/foundation as well as on Facebook, Instagram and Twitter.