



DIRECTOR OF MAJOR GIFTS

ABOUT KENTUCKY UNITED METHODIST CHILDREN'S HOME

For 155 years, the Kentucky United Methodist Children's Homes (KYUMH) has been caring for vulnerable children. Thousands of children have experienced love, safety and healing within our walls. KYUMH is a Christian service agency dedicated to helping youth with histories of abuse and neglect find healing and build a brighter future through professional therapeutic interventions. We believe every child is an individual of worth, entitled to God's gift of wholeness of life. Founded by the Methodist Episcopal South Church as a widows' and orphans' home, the mission has transformed throughout the years to meet the most pressing needs of vulnerable children and families. Today, we offer residential treatment, independent living, behavioral health and adoption services. In 2025, we served 2,486 children from across all of Kentucky.

KYUMC Mission Statement: We serve Christ by meeting the physical, emotional, educational and spiritual needs of children and families.

THE OPPORTUNITY

KYUMH is seeking a passionate, mission-driven fundraising professional interested in life-changing work. Reporting to the Vice President of Advancement, the Director of Major Gifts will play a pivotal role in shaping and growing a comprehensive major and planned giving program. Working collaboratively with a dedicated development team, this leader will identify new opportunities to engage supporters, create compelling donor offers, and manage a qualified portfolio with intentionality. The Director of Major Gifts will focus on building strong relationships, retaining committed donors, and inspiring deeper investment in the mission. This position offers the unique opportunity of helping donors fulfill their passions and make a lasting difference through their generosity to the Kentucky United Methodist Children's Homes. At KYUMH, your work contributes to changing lives every single day.

POSITION RESPONSIBILITIES

- Contribute to the development, management, and execution of a strong major giving program.
- Support the revitalization and growth of the planned giving program.
- Manage a qualified portfolio of 75+ key donors.

- Set individualized goals for each donor based on giving history and potential.
- Create and implement personalized communication and stewardship plans to retain and upgrade donors.
- Develop strategies that inspire increased giving and long-term donor engagement.
- Participate actively in Donor Relations Team planning, including mid/major donor communications and stewardship efforts.
- Prepare monthly reports that clearly reflect portfolio activity and progress.
- Build relationships that encourage annual donors to consider and commit to planned gifts.
- Cultivate and maintain long-term relationships with donors and prospects.
- Conduct face-to-face visits and maintain consistent outreach through calls, handwritten notes, and email.
- Assist with planning for capital, endowment, and other fundraising campaigns.
- Record all donor interactions and communications in the database with accuracy and detail.
- Serve as the face of the KYUMH throughout the community attending and participating in community events, such as agency committees/meetings.
- Support the mission, vision and philosophy of Kentucky United Methodist Children's Homes in all things as evidenced by compliance with all organizational policies and procedures.

CANDIDATE QUALIFICATIONS

- Bachelor's degree from a four-year accredited institution
- Minimum of five years' fundraising experience, specific experience in major gift fundraising
- Demonstrated experience and ability to be successful in face-to-face solicitation
- Sound administrative skills and computer/technology proficiency
- Efficient with donor database programs, Raiser's Edge preferred
- Excellent communication skills (verbal and written)
- Represent KYUMH in a professional and ethical manner in accordance with the Association of Fundraising Professionals Code of Ethics with donors and prospects, and in all aspects of work in the community
- Must have reliable transportation as extensive travel is required
- Supportive of the mission, philosophy, policies and ideals Kentucky United Methodist Children's Homes

COMPENSATION AND BENEFITS

Kentucky United Methodist's Children's Home is prepared to offer a competitive salary in the range of \$70,000 - \$80,000, commensurate with experience. Benefits include medical insurance, life insurance, generous paid time off including paid holidays, an Employee Assistance Program, and a 401K contribution.

TO APPLY

For your application to be complete, please include a cover letter, a resume and a list of three professional references, using the link [here](#). For confidential questions or inquiries, contact Lisa Resnik at lresnik@ashleyroutree.com.

KYUMH is an equal opportunity employer.