



Job Title: Kansas City Development Coach

Job Type: Full-time, exempt

Reports to: Chief Development Officer

Purpose:

At the Kansas Methodist Foundation (KMF), we empower churches, individuals, and organizations to activate their treasures for lasting good. We guide them to embrace an abundance mindset, refine their vision for ministry/mission, and put financial tools in place to make their vision a reality. We also help people of faith both be good stewards of the resources entrusted to them and to be generous. We come alongside families in their living giving and help them to leave a lasting legacy that will transform lives for generations to come.

KMF seeks a Development Coach to launch a new Pilot Program in 2025. In partnership with the Great Plains Annual Conference (GPAC), this program will provide development staff in a strategic geographic region, starting with the Kansas City metro area, the most densely-populated region in the GPAC.

KMF will partner/contract with local churches and missions in this geographic region to provide a Development Coach focused on growing resources for ministry. The primary focus of the Development Coach will be that of legacy and endowment gifts, but this work is holistic, so it will also be able to support annual stewardship and generosity in other areas of ministry. The coach will do donor development to support the local church or mission while also working to equip and inspire pastors and congregants to succeed in this important ministry.

The Development Coach will:

Build Organizational Connections

- Build relationships with local churches and ministry agencies to contract with KMF in our Development Coach Pilot Program.
- Grow a culture of generosity with contracted entities.
- Strategically engage with key leadership of local churches and agencies for the purpose of developing and growing their holistic financial stewardship, including special emphases in their legacy giving ministries.

Develop Donors

- Develop and execute strategies to identify and cultivate relationships with families within the contracted organization that lead to charitable giving both during life and after via a legacy giving program.
- Identify, cultivate, and steward qualified prospects and donors for gifts, maintaining current records in the CRM system, and growing the donor base.
- Occasionally present and/or preach at a congregation about stewardship, generosity, and planned giving.

Coach & Equip Development Capacity

- Collaborate with church or agency leaders to learn best practices within a holistic program to help congregation members grow in discipleship, stewardship of resources entrusted to them, and legacy giving that makes an impact in ministry.
- Provide one-on-one or group coaching to pastors, staff, board members, development staff, or other volunteers on the skills of asking for money and deepen understanding of stewardship and generosity.
- Clarify board roles, set expectations, and build a culture of philanthropy.
- Make regular, in-person contact with current church and agency partners to express our care, support, and to discover how we can serve them further.
- Support fellow Development Officer(s) in fundraising work, including moves management, stewarding donors, and tracking success against goals.
- Coordinate appointments with estate attorney(s) for families working with KMF in their holistic estate planning process.
- Promote and recruit churches and agencies to partner with KMF in future programs that will grow the resources and generosity of local churches and organizations.

Required Qualifications:

- Entrepreneurial spirit to grow the pilot program and build relationships in the region.
- Exhibit excellence in their work and leadership.
- Reliable, generous servant leader.
- Demonstrate sound judgment, high integrity and respect for confidentiality.
- Approachability, initiative, and the ability to understand complex issues and challenges.
- Build relationships effectively with donors, churches, and affiliated organizations.
- Think strategically about donor development.
- Understand the broad stewardship needs of local churches.
- Possess organizational savvy to help local churches make progress toward financial wellness.
- Superb communication skills (both verbal and written).

Preferred Qualifications

- Bachelor's degree.
- Five years professional experience in donor relations/donor development.
- Familiarity with the United Methodist Church and its ministries.

Salary/Benefits: Compensation will be commensurate with experience and skills, with an anticipated starting exempt salary of \$75,000 to 80,000 per year. KMF offers additional benefits of a single-person health insurance, paid-time off, paid holidays, long-term disability, a life-insurance policy, and a retirement plan (KMF provides 7% of the employee's annual salary towards this benefit).

Travel: Travel will be required within the region; must have a valid driver's license. Business travel will be covered by the KMF.

How to apply: Please submit resume and cover letter to Dustin Petz, President & CEO, at dustin@kansasmethodistfoundation.org. Applications will be reviewed until the position is filled.