

**Position**

Community Relations and Major Gifts Officer

**Division**

Development

**Designation**

Full-time, exempt employee

**Supervisor**

Kirsten Neville  
Director of Development

**Salary**

\$76,000-\$84,000/year, plus benefits

**Location**

Laguna Niguel, CA

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**Exodus Cry**

Exodus Cry is a leading global anti-trafficking nonprofit organization focused on ending widespread sex trafficking and commercial sexual exploitation, assisting, and empowering its victims, and educating the public about these horrific crimes. We focus on spotlighting the root causes of sexual exploitation and activating people to join the global movement against this injustice.

Our award-winning films and social content have received tens of millions of views worldwide and have helped shape global legislation after being seen by audiences at the United Nations, U.S. Congress, and both the Canadian and United Kingdom Parliaments. We're driven by the belief that every person should be free from exploitation, and inspired by Jesus' call to set the oppressed free. Our outreach teams have reached over 5,000 exploited women and children in 12 countries and trained more than 3,000 individuals in outreach and intervention in 28 countries.

Exodus Cry is based in Southern California (USA) and was founded in 2008. Learn more at [exoduscry.com](http://exoduscry.com), on [Instagram](#), [Facebook](#), and [Twitter](#) @exoduscry.

**Position Overview**

The Community Relations and Major Gifts Manager is responsible for building and maintaining relationships with current and prospective donors, which includes churches, business owners, and individuals. This person will work closely with the Director of Development to achieve this goal.

The ideal candidate is a self-motivated and well-organized individual who is well connected and is excited to introduce Exodus Cry to their network of contacts. They will be responsible for further developing and implementing our major gift program, managing and cultivating relationships with existing major gift prospects, and identifying new prospects. They will also be responsible for growing Exodus Cry's church and business partnership program. This individual must be able to meaningfully connect and empathize with donors, churches and businesses, and clearly communicate our organization's mission. The ideal candidate must be highly relational and comfortable presenting to individuals or in front of groups, be great at energizing team members, and be able to convert prospects into supporters. They will need to be comfortable asking for financial contributions for Exodus Cry and understand the importance of timing and nurturing in building relationships for the long term.

Exodus Cry pursues a spirit of excellence in all we do and we work to foster a culture of honor as we support each other in this important and challenging work.

## **MINIMUM QUALIFICATIONS**

### **Education**

Bachelor's degree

Work experience can be substituted for required education on a case-by-case basis.

### **Experience**

Minimum of three years working in development or for a comparable non-profit.

### **Duties and Responsibilities**

- Develop and grow Exodus Cry's Church and Business Partnership Programs
- Take initiative in cultivating new community prospects and regularly setting up in-person meetings
- Connect with local organizations that will assist in networking and getting the work of Exodus Cry in front of more people
- Make direct, face-to-face solicitations, and assist the board and other staff with their solicitation (e.g. provide portfolio development support, strategic counsel, and help with donor communications)
- Be responsible for Exodus Cry's existing portfolio of major donors and cultivating new major donor prospects.
- Manage systems and software to track and cultivate donors and prospects, including our donor database and wealth screening tools.
- Create and implement a moves management plan.
- Acknowledge major donors through public and private recognition.
- Track and report progress using specific metrics.
- Help our donors and partners accomplish their philanthropic goals and ambitions through a relationship with our organization.
- Work with the Director of Development to align efforts and set goals.

### **Knowledge, Skills and Abilities**

- Possess knowledge of historical, psychological, international, spiritual, legal and political issues surrounding sex trafficking and prostitution.
- Be a great team player who can work closely with other teams in the organization.
- Have a masterful ability to relate to people of various backgrounds.
- Be able to lead, equip and manage a team if necessary.
- Possess excellent written and oral communication skills.
- Be able to work well in high-pressure environments.
- Possess proficient knowledge of the core values of Exodus Cry as an organization.
- Have excellent administration and office skills, including operation of computers and related software, such as Microsoft Office.

### **Physical Requirements**

- Must be able to sit at a desk and work on a computer for the majority of each work day.
- Must be able to lift up to 15 pounds at times.
- Must be able to drive and be willing to travel.

**Contact**

Exodus Cry

Attention: Travis Huff

[travishuff@exoduscry.com](mailto:travishuff@exoduscry.com)

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