

Overview

Thornwell is a diverse, non-profit ministry serving children and families across Florida, Georgia, and South Carolina with a family-centered continuum of care.

For more than 145 years, Thornwell has met the call to care for and support children and families in need. Today, the same spirit that guided our Founder to create a home for orphans guides us to provide hope and healing for some of society's most vulnerable.

We believe in a world where everyone belongs to a thriving family, and this belief guides everything we do to heal and build up children and families.

Thornwell's mission to prevent child abuse and neglect, build up and reunite families, and strengthen healthy communities in the name of Jesus Christ is carried out daily by its Board of Trustees and staff. This mission comes to life on Thornwell's residential foster care and educational campus in Clinton, South Carolina, throughout the Upstate of South Carolina with foster care services, and across Florida, Georgia, and South Carolina where evidence-based programs are offered by Master's level, licensed therapists who partner with children and families to give them the tools they need to build healthy relationships and strong bonds for the future. Thornwell's offerings align with State and Federal guidelines and are designed to empower children and families to live their best lives.

We desire professional and deeply committed, ministry-minded people who believe in accepting the challenge of working with children and families from hard places. If you are interested in serving God by serving children and families, we invite you to apply.

We are seeking advancement officers to engage and inspire individuals, businesses, churches, and service organizations to give their most generous support for the work we do.

Core Responsibilities

- Present, engage and steward to focused church partners and organizations in a defined region of South Carolina.
- Engage, retain, and grow support from individuals who give annually and/or pledge multi-year gifts to restricted programs and unrestricted annual fund.
- Give presentations and lead virtual tours to increase awareness of Thornwell's mission and service to children and families. Evaluate partnerships and networking opportunities to ensure they yield an adequate return on investment of time and resources.
- Primary responsibility for the management of all fundraising events including sponsorship solicitation, donor-hosted gatherings, and volunteer activities in a defined region of South Carolina with support of main campus staff.
- Responsible for ensuring event revenue and expenses are aligned with budget projections.
- Make presentations and engage community organizations through agency memberships in regional Chamber of Commerce, Rotary and other civic and social networking organizations. Serve as an agency representative in a defined region of South Carolina where Thornwell promotional material and displays are utilized.
- Maintain a vigorous travel schedule to meet donors and prospects in person. Averages 8 to 10 face-to-face meetings or presentations each month.

- Demonstrates leadership in department meetings, follows department procedures and practices on donor stewardship/follow-up reporting and data entry into Raiser's Edge. Supports grant manager as needed to strengthen relationships with grant funders in a defined region of South Carolina.
- Participate in overall agency strategic planning and support achievement of goals for all Thornwell fundraising, program marketing, public relations, and communication efforts.

Education and Experience

College degree and/or 2-4 years of experience in nonprofit fundraising with a commitment to serving children and families with a non-profit Christian ministry.

Skills

- Compelling and passionate public speaking skills and storytelling skills.
- Knowledgeable of current fundraising best practices.
- Proficient in event management and donor life cycle management.
- Strong relationship skills and ability to maintain a high degree of constituent contact including but not limited to face-to-face visits, telephone, and email. Able to initiate, grow and sustain meaningful professional relationships in order to maximize philanthropic support.
- Working knowledge of Blackbaud's Raiser's Edge fundraising software, preferred.
- Trustworthy/able to maintain confidences in all matters related to the business and welfare of the organization.
- Self-motivated with superior interpersonal, communication, and organizational skills to work effectively autonomously and in a team environment.

Working Environment

Works in home-office setting and travels extensively making personal contact with constituents. Uses office equipment including laptop. May sit for extended periods of time. Required to work daytime and some evening and weekend hours (with some overnight travel) for making presentations and visiting with constituents.

Benefits and Perks

Thornwell offers competitive salaries and benefits for qualifying full-time employees including health insurance, free dental/eye coverage, a 403b retirement plan with current employer contribution of 4% with up to an additional 3% match, remote positions, continuous training and development opportunities, and a culture of appreciation that fosters the positive strengths and potential of our team members.

Thornwell is an independent non-profit religious organization affiliated with the Presbyterian Church (U.S.A.) that prefers to employ individuals who share Christian values and who possess a Christian commitment for children and families in need.