



# DIRECTOR OF DEVELOPMENT

# HISTORY

OurCalling was founded by Wayne Walker, who continues to serve as its Executive Director and pastor to the homeless.

During his youth, Wayne's family actively pursued the scriptural commandment to "love your neighbor as yourself" by modeling the life of Jesus to scores of foster children whose own origins represented generations of human brokenness, dysfunction, sexual exploitation, and abuse. Early exposure to these destructive forces set him on a path that would lead him to earn a Master's Degree in Cross Cultural Ministry from Dallas Theological Seminary.

It was while completing his studies at the campus in downtown Dallas that Wayne was called to befriend and minister to men and women in the homeless community. During that time, he began to establish personal, discipleship-oriented relationships with homeless individuals, many in the same urban setting where he and his family continue to work today.

# MISSION

OurCalling is to **glorify God** by leading people to **Christ** and making disciples on the streets.



# WHAT WE DO

OurCalling is a discipleship ministry for the unsheltered homeless community in Dallas. With an army of volunteers motivated by the love of Christ, they provide the support services necessary for survival and recovery from a life on the streets. Through personal relationships, OurCalling invests in long-term change. Their Christ-centered community encourages broken individuals to embrace an exit strategy from the streets and to pursue the maturity necessary for growth.

## THE 5 ELEMENTS OF OURCALLING'S STRATEGY:

- Education – Bible Studies: *How to become who God created you to be.*
- Recovery: *Healing from addiction, one step at a time.*
- Mentoring: *One-on-one discipleship relationships that lead to long-term change.*
- Support Services: *Meeting daily needs with dignity.*
- Referral Network: *Connecting our partners to our people. OurCalling has created a printed directory and app that provide referrals to thousands of individuals every month. We also have a host of partners that serve us in our facility, providing connections to shelters, rehabilitation centers, the VA, medical services, counseling, and more.*

Change is only possible through relationships based on trust and consistency. All of OurCalling's programs focus on relationship building as an avenue for long-term change.

“We lead the homeless to live **healthy**, sustainable lifestyles by building lasting relationships and making **disciples** on the streets.”



# THE OPPORTUNITY

**The Director of Development** reports to the Executive Director and plans, directs, coordinates, and implements comprehensive strategies to increase funding and support and elevate public awareness of OurCalling's mission. This is a senior position which requires a goal-oriented, results-driven individual who can interact with the organization's leadership to determine and accomplish annual objectives. This position adheres to the annual budget and provides monthly updates and reports to leadership addressing the objectives, strategies, and outcomes for all assigned fundraising activities.

## Responsibilities:

- Champion the vision and mission of OurCalling with all stakeholders.
- Coordinate all fundraising activities for the organization including private grant solicitations and special events; ensure financial goals are achieved relative to specific appeals.
- Prepare, manage, and optimize annual development plan to ensure achievement of yearly goals including establishing success metrics and providing regular reporting.
- Develop and recruit board members, other staff members, and volunteers to build committees to assist in the execution of approved development initiatives.
- Manage the development, maintenance, and regular distribution of communication including, but not limited to, website, email, social media, newsletters, direct mail, brochures and event collateral as it pertains to development.
- Engage local media outlets to insure coverage and promotion of organizational events and promote public awareness.
- Oversee the selection and implementation of donor database and maintain a timely, appropriate donor request and acknowledgement system.
- Leverage the donor database to execute one-to-one communications with donors and prospective donors including physical mailing lists and email lists.
- Establish forecasts and prepare evaluations of fundraising potential for the Development activities by identifying and rating donor prospects, with special attention to those with highest potential.
- Develop plans to organize and produce Endowment, Planned Giving, and Capital Campaigns.
- Assist Executive Director in identifying and exploring opportunities for organizational partners in the non-profit and for-profit sectors.

## Key Characteristics:

- Dedicated follower of Christ with a passion for ministry to the poor and sharing the gospel with the Dallas homeless community.
- Demonstrated ability to work effectively in teams and “wear multiple hats.”
- Skilled in developing and maintaining positive relationships with people from all walks of life.
- Views the role as a true ministry position – an opportunity to participate in OurCalling’s mission of evangelism and discipleship.

## Qualifications

- A least 5+ years experience in nonprofit fundraising, donor management, and business development.
- Demonstrated ability to identify and secure new donors and sources for funds, including major gifts and corporate sponsorships.
- Proven record of success in establishing, sustaining, and enhancing relationships leading to initial gift, ongoing gifts, and upgraded gifts for both donors and corporations.
- Proven experience in strategically and directly supporting an Executive Director and other organization leadership.
- Experience in PR, marketing/communications, and donor database management/leveraging preferred.

**For more information or to apply for this position,  
please contact:**

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