



Generosity Strategist

ABOUT GENERIS: Generis is a leading consulting firm specializing in helping parishes, schools, and other faith-based non-profit organizations advance their organizational mission through sound biblical stewardship and strategic fundraising initiatives. Generis partners with organizations to cultivate a culture of generosity, providing strategic guidance, innovative solutions, and personalized support to enhance their impact and long-term sustainability.

JOB OVERVIEW: As a Generosity Strategist, you will play a pivotal role in assisting parishes, dioceses, schools, and other church institutions to develop and execute effective strategies for cultivating generosity and promoting biblical stewardship. Collaborating with a team of experts, you will work closely with clients to assess their needs, provide strategic recommendations, and guide them through the process of increasing giver engagement, improving fundraising efforts, and enhancing overall missional sustainability.

KEY RESPONSIBILITIES:

1. **Prospect Identification:** Proactively identify and engage potential clients through strategic sales and networking efforts including diocesan relationships, trade shows, social media outreach, direct outreach, and lead follow-up. Establish and maintain a strong pipeline of prospective clients.
2. **Client Engagement:** Build and maintain strong relationships with clients, understanding their unique missions, values, and goals. Collaborate closely to identify areas of growth, challenges, and opportunities for advancement.
3. **Strategic Planning:** Using proven Generis strategies, develop and tailor comprehensive generosity development plans that meet each client's specific needs, incorporating biblical/theological foundations and best practices in stewardship, fundraising, giver engagement, and communications. Assist in creating long-term plans that align with the organization's values and context.
4. **Fundraising and Stewardship Expertise:** Provide expert advice on various fundraising and stewardship techniques, including giver relationship management, major gift cultivation/solicitation, capital campaigns, planned giving, and more. Help clients grow their giving while maintaining a Christian-focused approach.
5. **Giver Engagement:** Advise clients on building and nurturing giver relationships, including strategies for engaging, stewarding, and recognizing givers in ways that resonate with Christian values and industry best practices.
6. **Collaborative Teamwork:** Work alongside other Generis consultants, leveraging and contributing to collective expertise to provide holistic solutions that address clients' multifaceted needs and to generate valuable additions to Generis' market leadership.

7. **Training and Workshops:** Conduct workshops, training sessions, and presentations for clients and their teams, equipping them with the tools and knowledge to execute successful advancement strategies.
8. **Data-Driven Insights:** Analyze fundraising data, giver behavior, and industry trends to provide evidence-based recommendations for enhancing client outcomes.
9. **Project Management:** Manage multiple projects simultaneously, ensuring deadlines and milestones are met while maintaining a high standard of quality.
10. **Continuous Learning:** Stay up to date with the latest trends, best practices, and innovations in stewardship, fundraising, and advancement within the church, non-profit, education, and related sectors.

QUALIFICATIONS:

- Bachelor's degree in a related field (Master's preferred).
- Minimum of five (5) years experience in stewardship ministry, fundraising, advancement, or related role in a Catholic church, diocese, non-profit, K-12 school, or higher education setting.
- Proven ability to generate new business, build relationships, and close business opportunities
- Demonstrated success in fundraising, development, or financial stewardship within a church or nonprofit setting.
- Strong understanding of the Christian theological foundations of generosity and their application in mission advancement.
- Exceptional interpersonal skills and ability to build rapport with diverse stakeholders.
- Excellent communication skills, both written and verbal.
- Analytical mindset with the ability to interpret data and draw actionable insights.
- Proficiency in fundraising software, databases, and Microsoft Office suite.
- Ability to travel up to 6–10 nights per month, depending on client needs and seasonal demands.

COMPENSATION AND BENEFITS:

At Generis, we're proud to offer a competitive compensation structure that centers around your success through a commission-based model. This approach directly links your earnings to your successful consulting activity. As a 1099 contractor, you'll have the autonomy to manage your self-employment taxes and related obligations, empowering you to have control over your financial matters. Please be aware that benefits are not included as part of this contractual arrangement.

Generis cultivates client relationships based on a flat fee-for-service framework. This straightforward model reflects our commitment to ethical business practices and ensures transparency for both our consultants and clients. By embracing this commission-based system, we're dedicated to recognizing your contributions and fostering a collaborative environment where success is shared.