



Development Officer

The development officer plays a pivotal role in strategic fundraising and relationship-building to support the advancement of the mission at Teen Challenge Adventure Ranch: Empowering youth and families with Christ-centered solutions to life controlling issues.

About the Organization:

Teen Challenge Adventure Ranch is a Christ-centered residential treatment center for teens, 14-17, struggling with substance use, mental health, or behavioral health conditions. Rooted in Christian values, our program provides a nurturing and structured environment where healing, growth, and transformation are made possible through clinical intervention and spiritual growth.

If you are called to help families with teens in crisis by working to make high-quality, Christ-centered treatment options more accessible through the strategic development of donor relationships, we invite you to apply.

Reports To: Director of Marketing & Development

Local and regional travel required up to 75%.

Duties and Responsibilities

- Manage and Grow a Portfolio of Individual, Corporate & Foundation Donors
- Cultivate, Solicit, and Steward gifts at Various Levels: \$1K+
- Conduct Prospect Research, Cold Outreach & Pipeline Management to Identify and Qualify Major Gift Prospects
- Conduct Donor Visits, Calls, and Written Communications to Strengthen Relationships.
- Assist with Donor Recognition Activities (Thank Yous, Impact Reporting)
- Assist in the Planning & Execution of Major Gift Asks, Capital Campaigns, Matching Gift Fund Development, and EOY Appeals
- Support Fundraising Events Including Sponsorship Outreach & Key Donor Engagement
- Collaborate with Marketing/Communications to Align Donor Messaging & Storytelling
- Establish New Relationships with Corporate Sponsors & Community Partners
- Maintain Up-to-Date, Accurate Records in Donor CRM with Complete and Timely Engagement & Progress Notes

Qualifications

- Bachelor's Degree or Equivalent Experience in Nonprofit Development, Business Sales, or Similar)
- 2-5 Years of Experience in Fundraising, Donor Relations, Sales, or a Related Field
- Very Strong Interpersonal, Written, and Verbal Communication Skills

TEEN CHALLENGE

ADVENTURE RANCH

- Ability to Manage Multiple Priorities and Deadlines
- Experience with Donor CRMs (Bloomerang, Virtuous, Salesforce), Microsoft Office/Google Suite, and Willingness to Adopt New Software Tools
- Proven Ability to Build and Sustain Relationships with Diverse Stakeholders
- Mission-Driven Mindset with High Integrity and Professionalism
- Faith-alignment with core Christian values

Key Competencies

- Donor-Focused Relationship Builder
- Results-Oriented
- Strategic, Goal-Driven Thinker
- Collaborative Team Player with Initiative
- Comfortable with Public Speaking and Donor-Facing Interactions

Benefits

- Mission-Driven Work with a Christian Focus
- Competitive Compensation
- Comprehensive Medical, Dental & Vision Insurance
- Retirement Planning with a 403b Account & Employer Match
- Generous PTO, Vacation, and Sick Leave
- Professional Development Opportunities
- Collaborative, Values-Driven Setting
- Opportunities for Spiritual Enrichment