

Vice President, Mission Advancement

Full-Time • Exempt • Reports to President • Remote

Family Policy Alliance considers every position a ministry role. All team members are expected to:

- Hold a personal relationship with Jesus Christ and fully subscribe to FPA's Statement of Faith, Foundational Beliefs, Vision, Mission, Strategy, and Shared Values, while embracing individuals representing diverse communities within the Christian faith.
- Demonstrate a mature personal faith, including a consistent devotional life and a clear sense of calling to ministry that advances biblical values through legislation, elections, and culture.
- Work comfortably and respectfully alongside those holding non-Christian or secular beliefs, upholding the command to "love your neighbor as yourself."
- Exhibit poise and diplomacy shaped by Christian character — the Second Greatest Commandment, the Golden Rule, and the fruit of the Spirit.

Position Overview

The Vice President of Mission Advancement leads the solicitation, growth, and stewardship of Major Ministry Partners — donors with the capacity to give at least \$10,000 per donation — in collaboration with other members of the Development Team. This role also develops relationships with organizational partners for sponsorships, donations, partnership funding, grants, and foundation support. Success is measured by growth in the people and organizations who join, engage with, and multiply FPA's mission through financial partnership. As a public-facing leader serving some of FPA's most important partners, this position helps set the standard for FPA's brand, voice, and partner experience.

Key Responsibilities

Donor Acquisition & Relationship Management

- Actively and consistently engage new donor leads generated through FPA's lead-generation and wealth-screening platforms
- Develop and maintain personal and automated engagement and nurturing strategies for new and existing donor relationships and assigned accounts
- Use FPA's call center, CRM, email, text, voicemail, and other communication channels to engage donors and prospective funders
- Maintain accurate records of donor communications, interactions, and notes within FPA's communication platforms

Major Donor Engagement & Cultivation

- Solicit and coordinate virtual and in-person meetings with the President and other program or senior leaders, providing donors and prospects with meaningful first-person access as they prayerfully consider supporting FPA's mission
- Develop and coordinate in-home and small-group events, with support from other FPA team members, to help donors deepen and multiply their engagement with the mission
- Build and nurture relationships with organizational partners for sponsorships, donations, partnership funding, grants, and foundation opportunities

Performance & Stewardship

- Meet and report weekly, quarterly, and annual activity metrics for donor engagement, including outbound calls to new prospects and meaningful touches with existing contacts across multiple channels

- Own performance outcomes from personal fundraising efforts, including growth in new leads, donor engagement, financial participation, and actions that help multiply donor involvement
- Steward budgets for travel, outreach, and donor engagement associated with assigned relationships and accounts

Strategic Communication & Collaboration

- Stay current on internal strategic initiatives and external events that shape ministry strategy, and communicate relevant implications clearly to donors, partners, internal teams, allies, and vendor partners
- Collect and share FPA-related updates and other items of interest with donors and partners throughout the year
- Partner with Marketing & Communications on stories, issues, updates, and impact points that should be reflected in general communications and the Annual Report
- Perform other duties as assigned in support of the team

Qualifications

- A mature, growing personal relationship with Jesus Christ and full agreement with FPA's Statement of Faith and core beliefs
- Bachelor's degree preferred but not required; three or more years of relevant professional experience with a proven track record in major donor acquisition and relationship management
- Demonstrated ability to build trust, address conflict candidly and respectfully, and work effectively in a collaborative, team-centered environment
- Self-starter who can move independently from concept to execution and thrive in a fast-moving environment
- Strong relationship-building skills and the ability to communicate effectively with major donors, organizational partners, and senior leaders
- Supports Family Policy Alliance's advocacy for the sanctity of life, religious freedom, parental rights, policies related to biblical standards for sexuality, and other public policy and cultural issues
- Strong oral and written communication skills
- Aptitude for technology, including web, AI, CRM, call center, text, email, Microsoft 365, and advocacy/constituent relationship management platforms

Work Environment & Travel

Remote position

Some travel required

Salary commensurate with experience – \$90,000+, **Benefits** package [benefit list](#)

About Family Policy Alliance

Family Policy Alliance is a non-profit, 501(c)(4) religious ministry. Together with our 501(c)(3) ministry, Family Policy Alliance Foundation, we are dedicated to a nation where God is honored, religious freedom flourishes, families thrive and life is cherished.

If you have the above qualifications, please submit your **resume** and a **cover letter** stating the reasons you would like to work for Family Policy Alliance to careers@familypolicyalliance.com. Thank you for your interest in Family Policy Alliance.