

Director of Donor Development & Scholarship Programs

Do you love people, believe in Christian education, and have the confidence to ask others to invest in something worthwhile?

Liberty Christian Academy is looking for a **motivated, articulate, relational, and entrepreneurial individual** to join our team as our **Director of Donor Development & Scholarship Programs**.

The Mission of the Position

This is not a traditional office job.

The primary responsibility of this position is to generate new revenue for LCA.

One of the greatest opportunities in front of our school is the **Federal Scholarship Tax Credit Program**, and we are looking for someone who can help LCA maximize that opportunity. The person in this position will educate potential donors about the program, develop relationships with people who can participate, and make the process of directing their available tax credit to LCA as simple as possible.

But the work doesn't stop there.

The Director will also identify and develop **new individual, business, corporate, estate, foundation, and community donors**, pursue grant opportunities, help LCA families understand changes to the MOScholars program, and serve as a passionate ambassador for Liberty Christian Academy.

A Christian Leader and Ambassador

Because this position represents Liberty Christian Academy throughout our community, **the person serving in this role must be a devoted follower of Jesus Christ and an excellent Christian role model.**

The successful candidate should understand and embrace LCA's mission and Christian educational philosophy and should be able to represent those values with authenticity, wisdom, professionalism, and enthusiasm.

This person will frequently be one of the faces of LCA in the community. We are therefore looking for someone who will be a **strong ambassador for our school and its mission**, both in formal meetings and in everyday interactions throughout the community.

We are looking for someone who is comfortable walking into a room and starting a conversation.

Someone who can sit across the table from a business owner and explain why Christian education matters.

Someone who isn't afraid to make the ask.

Someone who can take a relationship that begins with *"Tell me more about LCA"* and develop it into a lasting partnership.

What You'll Do

- Lead LCA's efforts to maximize participation in the Federal Scholarship Tax Credit Program.
- Maintain and enhance relationships with current donors.
- Educate potential donors about how the program works and how they can support LCA.
- Develop a streamlined, donor-friendly process for participating.
- Identify and cultivate new donors who do not currently support LCA.
- Build relationships with businesses, corporations, individuals, foundations, and other potential supporters.
- Attend dinners, meetings, social events, and community gatherings where relationships can be developed.
- Research and write grants to bring new funding into LCA.
- Help communicate changes and opportunities related to Missouri's MOScholars program.
- Collaborate with existing LCA fundraising efforts and volunteers.
- Represent LCA professionally and enthusiastically throughout the community.
- Track results and regularly communicate progress to school administration and the LCA Board.

Who We're Looking For

We are looking for someone who is:

A devoted follower of Christ. Your faith is not simply something you profess; it should be evident in the way you conduct yourself, interact with others, and represent LCA.

A Christian role model. You understand that your words, actions, character, and relationships reflect not only upon you but upon Liberty Christian Academy and its Christian mission.

Relational. You genuinely enjoy meeting people and developing relationships.

Articulate. You can communicate the mission and value of LCA clearly and compellingly.

Bold. You're not afraid to introduce yourself, make a phone call, schedule a meeting, or ask someone to invest in LCA.

Self-motivated. You don't need someone standing over you telling you what to do next.

Professional. You understand that every interaction is an opportunity to represent LCA.

Persistent. Developing donors takes time, follow-up, and a willingness to keep working when the first answer is "not right now."

A passionate ambassador. You believe in what LCA is doing and can communicate that belief authentically and positively to others throughout the community.

Fundraising, sales, development, grant-writing, business, nonprofit, or community-relations experience is helpful, but **the ability to build relationships, communicate the value of LCA, and generate results is what matters most.**

Why This Position Matters

Liberty Christian Academy is entering an exciting opportunity to expand the financial resources available to our school and our students.

We are looking for someone who doesn't simply want a job, but wants to **build something.**

Someone who is passionate about Christ, passionate about Christian education, and passionate about connecting people with an opportunity to invest in the lives of students.

If you are a natural relationship-builder, an excellent communicator, a committed Christian, and someone who gets excited about opening doors and creating opportunities, we would love to hear from you.

This position has the potential to make a significant financial impact on the future of Liberty Christian Academy.

To apply, inquire with an email to Doug Smith at dsmith@lcaeagles.com. Include a resume and relevant experience.