

Investor Relations Director

Reports to: Chief Advancement Officer

Location: Remote / Travel Required 25-30% domestically

Position Impact: Connect generous donors with the opportunity to invest in and grow the ability of the Deaf Bible Society to impact every Deaf community on the planet, fulfilling their mission that *every Deaf person may receive, experience, and share the gospel in their own language.*

About the Role:

Every nonprofit organization needs a fantastic connector, visioner, and relational entrepreneur who can build and nurture a community of investors who believe in and fund the mission. This newly created role will be responsible for curating relationships with generous donors and connecting them with the opportunity to invest in our mission. Your infectious personality and ability to share vision with others genuinely engage people in understanding the needs and opportunities to invest in the Deaf community worldwide.

Description:

The Investor Relations Director will ensure that high-capacity donors feel genuinely inspired, informed, invited, and appreciated. This newly created role comes with the opportunity to establish a program and best practices for our unique advancement emphasis on major giving. In our context, investors have the potential to give \$10,000 or more annually to partner with us in advancing Bible translation. This includes establishing strategic partners with other Bible agencies, individual donors, businesses, and foundations and connecting people with an opportunity to use their generosity to bless the Deaf community. Your influence extends beyond raising funds and includes raising awareness for the unique potential to minister to Deaf communities in a manner that will enrich their relationship with God.

Must-Have Traits:

- You are **drawn to people** and love engaging in conversations about mission and purpose.
- You are **confident in asking people to contribute toward a vision** and live for the thrill of realizing you have helped them with an opportunity to use their wealth for ministry.
- You like getting to know people well, **giving sincere attention** to their stories and heart for giving.
- You can **identify what makes people 'tick'** and have a knack for connecting with their passion.
- You are **empathetic and may even have a justice streak** toward overlooked people.
- You **recognize the dignity and worthiness of every individual** and seek to make others feel seen and to realize their God-given potential.
- You **have a heart for the Deaf community** and will work to ensure they can fully experience God's word in their language.
- When you think of people unreached by the gospel, **your heart feels deeply what it means to live every day without knowing God loves you**, and you will work tirelessly toward them experiencing this for themselves.



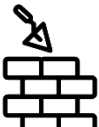

Ideal Traits:

- You can **communicate with both hearing and non-hearing people**.
- You are an **active learner and ally** in seeking to understand the Deaf community and their needs. Prior experience with a Deaf community is a plus.
- You are **collaborative** and **visionary**.
- You love to **solve problems** and connect solutions.
- You **get great satisfaction connecting the dots** and sharing how they are a part of the big picture with others.
- You have **experience working with strategic alliance partners** outside the organization and realize that the sun does not revolve around our mission. Still, we must work with those who orbit the same sun.

Other vital information:

- **This role operates remotely in connection with professional staff at the Arlington, Texas, office** and with contracted partners in other remote locations.
- **American Sign Language (ASL) is the preferred language for in-person office communication** and on Zoom when Deaf participants are present. Language access is available through sign language interpreters.
- **English is the preferred language for communication on Slack and via email.** English is also the primary language of most investors and of contracted partners.

Functions of the Role:

Connect	Advocate	Build	Partner
			
<ul style="list-style-type: none"> • Connect with people genuinely to get to know them, their stories, and their passion to support God’s work. • Provide vision and passion to connect generous investors with opportunities to support the mission. • Connect ideas to strategies to raise awareness of the needs in the community. • Create compelling narratives to share with potential investors and the public. • Connect investor learnings and insights to build a robust communication rhythm. • Results to contributions by illustrating how the investor’s giving is making a difference in people’s lives. 	<ul style="list-style-type: none"> • Represent DBS in the development working group of Every Tribe, Every Nation (ETEN) collective impact alliance. • Identify trends and issues in Deaf culture, sign language Bible translation, and other relevant topics and advocate for action to address emerging needs, issues, or opportunities. • Inform the development of resources required to appropriately engage and expand investor relationships with current and prospective donors. • Participate in meetings and task force groups as directed to maintain a strong knowledge of strategic and operational plans and advocate for goals and actions that will impact the organization’s goals. 	<ul style="list-style-type: none"> • Build systems and processes to meet goals to support the revenue objectives determined by the CAO and CEO. • Foster relationships with current investors and cultivate deeper connections with their personal and professional networks to expand giving. • Create platforms and practices for investors to be recognized appropriately for their contributions. • Sustain communication and transparency around DBS goals and progress to keep investors informed and inspired. • Develop a vast network of major donors and investors—increasing it each year. • Devise strategies, events, and plans to ensure funding goals are fulfilled. 	<ul style="list-style-type: none"> • Consult and partner with investors to understand their goals, challenges, and needs and identify how they align to advance our mission. • Identify and build strategic partnerships with other agencies, businesses, and individuals for current and future engagement opportunities. • Collaborate with the CAO and CEO in identifying strategic investments and plans to engage, expand, and enrich investor relationships.

Qualifications - Must Haves:

- **Active Faith & Missional Mindset:** Strong faith in Jesus Christ as Savior; God-honoring lifestyle; passion for the Word of God.
- **7+ years** in donor development, sales or business development, and fundraising experience in a nonprofit and/or educational setting.
- **Bachelor’s degree or equivalent work experience** in Communications, marketing, or business.
- **Passion to see Deaf people experience the gospel fully** and to participate in its advancement.
- **Ability to learn new software programs and systems quickly.**

- **Travel up to 25-30%** primarily domestically.
- **Proven track record** of developing successful donor networks, events, and strategic partnerships.
- **Nonprofit Experience:** A proven ability to work with diverse partners to integrate various goals, priorities, and expectations to support mission impact.
- **Ability to work effectively from a remote location** and have dependable communication access.
- **Exceptional communication capabilities** in written and oral and/or signed mediums, according to your primary language.
- **Self-motivated and driven by a passion to achieve big goals.**
- **Willingness to learn sign language** if not already versed in it.

Preferred Qualifications:

- **Fluency in sign language is a plus.** It is essential that you possess a growth mindset toward understanding the nuances of Deaf culture.
- **A strong network of existing connections.** Have a robust set of relationships to draw from.
- **Expertise in event production and management.** Prior experience creating, aligning, and executing details for major corporate events.
- **Knowledge of the Bible Translation movement** is a plus.

About Deaf Bible Society:

We are on a mission to provide the Bible by video in more than 350 sign languages, representing 70 million people worldwide. Today, only one of those languages has access to a complete Bible, while 57 others have access to portions of Scripture. We bring Deaf and hearing people together to advance Bible translation, distribution, and engagement.

Organizational Vision

Reaching around the world with the message of God's love in sign language.

Organizational Mission

Our mission is to provide the Bible by video in the world's many sign languages.

Employee benefits

Deaf Bible Society offers a full range of benefits to employees, including but not limited to:

- Health and dental benefits
- Paid time off and USA national holidays off
- Professional development
- Educational assistance