

Director of Philanthropy

About Love and SONshine Ministries

Love and SONshine Ministries is a faith-based maternity housing ministry in Billings, Montana, walking alongside young mothers and their babies during some of life's hardest seasons. Rooted in Scripture and giving great care to the needy, we believe every woman and child deserves to be seen, supported, and surrounded by hope. We are a growing ministry with a growing team, and we're looking for people who feel called to help us steward that growth well.

Position Overview

Love and SONshine Ministries is looking for a Director of Philanthropy to help us love our donors well. Approximately 97% of our funding comes from individual donors, people who believe in this work and have chosen to be part of the story. We need someone who can nurture those relationships thoughtfully, cultivate new ones, and help us communicate the impact of this ministry in a way that moves hearts and opens hands. This position may be filled as a full-time employee or a part-time contract arrangement depending on the right candidate.

Key Responsibilities

- Manage and grow a portfolio of mid-level and prospective donors through consistent, relationship-centered communication
- Coordinate donor stewardship activities including acknowledgments, updates, and personal outreach
- Support major gift cultivation in partnership with the Executive Director (high-level donors and foundations will remain primarily leadership-led)
- Assist with grant research, foundation relationships, and donor database management
- Collaborate with the marketing and communications team on fundraising campaigns, events, and donor-facing content
- Support Night of Radiance and other fundraising events from a development perspective
- Help build the infrastructure for a growing donor base as the ministry expands

Who You Are

- A committed follower of Jesus Christ who affirms our statement of faith
- Warm, relational, and genuinely energized by connecting people to causes they care about
- Organized and self-directed, with the ability to manage a donor portfolio with care and consistency
- Experienced in nonprofit fundraising, development, or donor relations
- A clear and compelling communicator, someone who can tell our story in a way that resonates
- Someone who understands that generosity is a spiritual discipline and approaches donor relationships accordingly

Why This Role Matters

We have more story to tell than time to tell it. Our donors are generous, loyal, and genuinely invested in the mamas we serve, and they deserve to be nurtured well. This role gives us the capacity to do that.

Location & Structure

Based in Billings, MT, with potential flexibility for the right candidate. Open to full-time employment if combined with director of operations; or part-time contract.