Advancement Officer

Justice Ventures International (JVI)

Department:	Development
Job Title:	Advancement Officer
Job Type:	Full-time (40 hours per week)
Reporting Manager:	Chief Advancement Officer
Work Arrangement:	Remote (home-based) with ~30% travel and flexible work hours
Location:	United States—donor portfolio is national with priority focus in the Mid-Atlantic (D.C., Maryland, and Virginia), Midwest (Indiana, Illinois), and South (Texas, Florida)

Job Summary

The Advancement Officer is an experienced fundraiser responsible for building and growing a personal portfolio of mid-to-major donors in furtherance of JVI's mission and vision to end human trafficking and other forms of extreme injustice.

Human trafficking persists where perpetrators act with impunity and good people work in isolation. JVI changes that. Across South Asia, and now in East Africa, locally led Justice Hubs weave networks of protection that bring lawyers, investigators, aftercare professionals, churches, and government officials together to rescue survivors, hold perpetrators accountable, and restore dignity, so communities flourish when justice takes root.

Together with our partners, we have now secured freedom for more than 10,000 survivors and directly impacted more than 250,000 lives. Behind every number is a person whose story is being rewritten.

As an integral part of the JVI team, you will invite people who share JVI's heart for the vulnerable into genuine, lasting partnership with our work. This is an individual-contributor role for a self-motivated fundraiser who pairs professional excellence with real passion for justice and thrives on cultivating relationships, opening new doors, and closing gifts.

Responsibilities

Cultivate and Grow a Personal Donor Portfolio

- **Portfolio Ownership:** Manage and grow a portfolio of 150–200 donor relationships across the Mid-Atlantic, Midwest, and South regions.
- **Revenue Growth:** Grow giving from existing donors, retain a strong majority of major donors year over year, and identify, qualify, and cultivate new mid-to-major donors among high-net-worth individuals and foundations against an annual revenue goal.
- **Donor Engagement:** Hold a minimum of 20–25 face-to-face meetings, calls, or substantive donor touchpoints monthly, documented consistently.
- **Moves Management and Solicitation:** Listen first to each donor's passions and capacity, then build individualized moves-management plans that lead to a well-timed, confident ask, excellent stewardship, and a clear path toward multiyear giving.
- **Referral Networking:** Ask current donors for introductions to their networks.
- **Donor Access and Experiences:** Open doors and deepen relationships through one-on-one and partnership meetings, introductions to senior leaders, connector events, church and community gatherings, and vision trips.

Development Operations and Collaboration

- **Pipeline and Data:** Maintain accurate, current donor records and pipeline projections in JVI's Virtuous customer relationship management (CRM) system, working with the Chief Advancement Officer and Director of Finance to keep forecasts reliable.
- **Proposals, Reports, and Stories:** Partner with JVI's program and communications teams on proposals, reports, and stories that resonate with assigned donors, and share donor feedback with the wider team.
- **Team Rhythms:** Attend weekly Development team meetings, staff meetings, and devotions (via conference call as needed), plus quarterly staff retreats.

Qualifications

- **Mission and Faith:** Personal commitment to JVI's mission, vision, and values, and to ending human trafficking and other forms of extreme injustice; mature orthodox Christian faith
- **Major Gift Track Record:** Demonstrated success independently building and closing major gift relationships, including five- and six-figure gifts, ideally with three or more years of fundraising, sales, or other relationship-based experience (nonprofit experience highly preferred); experience cultivating church or congregational partnerships is a plus
- **Integrity and Discretion:** Unwavering integrity and discretion in protecting donor information and sensitive details about survivors, investigations, and field partners
- **Relationships and Communication:** Warm, genuine relational style with strong emotional intelligence (EQ) and the ability to connect with a wide range of people; excellent oral, written, and public communication skills, including the ability to explain complex justice-system work simply and compellingly
- **Initiative and Organization:** Entrepreneurial self-starter who builds a donor base with minimal oversight, supported by strong organizational and time-management skills
- **Travel:** Willing and able to travel regularly within the Mid-Atlantic, Midwest, and South regions; some overnight and occasional international travel required; strong cultural intelligence (CQ) a plus
- **Education:** Bachelor's degree required

How to Apply

To apply, please send your résumé and a brief cover letter describing your interest in JVI's mission to careers@justiceventures.org, with "Advancement Officer" in the subject line.