

# Nathan Jones

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## PROFILE

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Passionate and driven individual with over 15 years of experience in the non-profit world of fundraising, program leadership, and organizational development; has strong strategic thinking, interpersonal, and team development skills; looks forward to the challenging role of helping Kingdom-minded organizations determine strategy, develop resources, and execute plans for maximum impact.

## PROFESSIONAL EXPERIENCE

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### **The Black Diamond Group** - Littleton, CO

#### **Founder**

**3 Years (Current)**

- Coach organization leaders and Board members to develop strategies to increase funding base.
- Train ministry staff to employ effective approaches for personal support raising.
- Coordinate the establishment of major and mid-major giving programs.
- Manage relationships with top donor prospects.
- Assist in the formation of MVV Statements and Strategic Plans.

### **Youth for Christ USA** - Englewood, CO

#### **Associate Vice President of Development**

**2 Years (Current)**

- Strengthen major gifts program by creating a prospect identification and research office to support a newly established team of Regional Development Directors.
- Coordinate the establishment of a training team to serve Executive Leaders across the country who raise support for their local chapter of YFC. This included the initiation of a webinar training series, and annual development conference.
- Institute a personalized approach to cultivating relationships with general giving base, which led to a 10% increase in average gift size, year over year.
- Launch a multi year campaign to raise \$45MM over 3 years for capacity building. This includes the creation of a high-quality case statement and assignment of management responsibilities to designated leaders.
- Execute the implementation of a strategic plan for the department which was built in conjunction with the executive leadership team.

### **Prison Fellowship Ministries** - Denver, CO

#### **Regional Director of Development**

**5 Years**

- Lead the growth of a Major Gift strategy for an eleven-state region in the Northwest and North Central area of the US, casting vision among donors to raise \$2.1MM in annual revenue.
- Coordinate a campaign to raise \$2.25MM in matching funds for a \$4.5MM infrastructure improvement project to replace internal communications and CRM systems, as well as improve overall ministry branding platform.
- Work closely with program staff to determine funding priorities and donor-communication strategies to secure the fiscal health of local programs.
- Oversee CEO travel throughout region to maximize partner engagement.

### **Prison Fellowship Ministries** - Denver, CO

#### **Area Development Manager**

**2 Years**

- Develop and implement a strategy to increase awareness and support for Prison Fellowship.
- Organize and execute monthly exposure events, and annual banquets, to introduce over 250 prospective donors to the mission of Prison Fellowship Ministries each year.
- Provide oversight and direction to team of volunteer advisors who assist in the implementation of a Colorado-focused fundraising initiative.

**Denver Area Youth for Christ** - Denver, CO

**Director of Juvenile Justice Ministries**

**3 Years**

- Supervise a team of four professional ministry staff (chaplains) who lead over fifty volunteers to address the spiritual needs of incarcerated youth in Denver.
- Lead direct reports to attain funding of personal support goals.
- Initiate and manage effort to create exposure and engagement opportunities for local donors on a monthly basis.
- Initiate partnerships with like-minded churches and collaborate to reach ministry objectives.

**Prison Fellowship Ministries** - Denver, CO

**Campus Ministry Coordinator**

**3 Years**

- Cultivate relationships to raise personal support annually to become Prison Fellowship Ministry's first self-funded missionary in the US.
- Initiate and lead a team of students from Colorado Christian University to reach incarcerated youth in Denver with the Gospel.
- Disciple student leaders at other Christian colleges and universities to become Godly influencers and lead similar initiatives on their campus.

**EDUCATION**

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**Master of Arts** - Leadership

**2009**

Denver Seminary - Littleton, CO

**Bachelor of Arts** - Human Communication

**2003**

Colorado Christian University - Lakewood, CO

**VOLUNTEER INVOLVEMENT:**

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**Fathom Church** - Littleton, CO

**Elder Team Chair**

**3 Years**

- Lead Elder Team to raise six months of cash/commitment (\$60,000) prior to launch.
- Serve the congregation through a focus on organizational development, and shepherding of members.

**Aspen Grove Community Church** - Littleton, CO

**Small Group Leadership Team Member**

**1 Year**

- Assist in the identification, training, and equipping of small group leaders.
- Develop process to support and expand small group ministry program.

**Aspen Grove Community Church** - Littleton, CO

**Small Group Leader**

**2 Years**

- Cultivate the spiritual development of small group members.
- Assess the spiritual needs of the group and selected appropriate curriculum.

**Calvary South Denver** - Littleton, CO

**Young Adults Ministry Leader**

**2 Years**

- Coordinate the startup of a young adults ministry.
- Facilitate weekly gathering of young adults to include: teaching, worship, social activities, etc.

**Colorado Christian University** - Littleton, CO

**Student Director of Outreach**

**1 Year**

- Lead team of student leaders to develop and execute specific outreach programs.
- Manage student outreach program to include the following responsibilities: group and one-on-one meetings, strategic planning, problem solving, leadership development/succession planning.

**Colorado Christian University** - Littleton, CO

**Student Prison Ministry (Freedom) Founder/Leader**

**1 Year**

- Lead team of students to start a prison ministry outreach to local juvenile detention facilities.
- Collaborate with partner ministries to identify areas of need/opportunity for ministry programs.