



## REGIONAL DEVELOPMENT DIRECTOR - MIDWEST REGION

### **Imagine. . . . .**

You are a follower of Jesus and can impact the nations of the earth in a similar fashion that the printing press did for the Protestant Reformation. Every day your life becomes a fulfillment of Jesus' final teaching to his disciples, the Great Commission!

You are joining a team that provides historic, first-time access to the Good News for thousands of individuals, families and villages that have never heard of Jesus.

You are mobilizing and providing an on-ramp for the 99% of Christians who, until now, have no expression of 'ends of the earth' in their life - an area that every believer is called to have personal involvement.

### **We. . . . .**

Are a Christian ministry that started in 1994 with a passion to see people in the developing world have an opportunity to become disciples of Jesus. As we learned of the over 2 billion people who live in environments without access to the Good News, our hearts were broken. From that moment, God led us to pour all our efforts and resources into that initiative, reaching the unreached, and it became our calling as an organization!

When we understood that more than 65% of the population that has never heard the gospel are also oral learners (prefer to learn in a non-literate way) it required us to use an appropriate tool. Our solar powered audio bible, the Treasure, is available in more than 5,000 languages. Each device is listened to by more than 100 people for hundreds of hours during its 4-year lifetime! Our listening group model is dynamic and nurtures long-term discipleship making.

As we minister to millions of people overseas in the 10/40 Window (location where unreached people live) we invite local Christians to join in this amazing opportunity. Since most American believers are not participating in 'the ends of the earth' ministry, we find great fulfillment in offering our very tangible ministry model. Reaching those who are unreached and mobilizing the church in America in strategic international missions is what we are all about!

## **Our culture is characterized as. . . . .**

- The Word and Prayer are highly valued
- Being focused on our vision
- High standards and hard work
- Treasures
- Living in community and loving each other
- Embracing positive attitudes
- Growth-minded

## **Your Assignment. . . . .**

As a strategic member of our leadership team, you will be expected to represent World Mission in the Midwest United States. You will meet face to face, over the phone/Zoom and in church auditoriums, sharing the exciting vision of taking the gospel where it has never been. Specifically, you will be a front-line major gift officer to engage new and existing donor activity, which is the lifeline of our work. Your priority will be individuals, companies, and churches with the ability to make significant investments into World Mission.

## **So, what does this require of you?**

- You must be a Hunter, Connector, Communicator and Builder and know how to cultivate new and existing relationships.
- You must be willing to create relationships with existing donors and find new ones.
- Ability to encourage primarily local investors to also become 'Ends of the earth investors'
- Relentless pursuit through personal visits, phone calls and video conferencing
- Urgency! 65,000 go into eternity every day without having their first gospel witness
- Motivation and discipline to work independently with a great work ethic

## **Ministry Vision**

In 2021 we distributed the 350,000<sup>th</sup> Treasure (and Messenger) around the world among unreached people groups. The global demand for Treasures is unprecedented and growing every week. We plan to send 60,000 devices in 2022 and then incrementally grow over the next 5 years so that by 2025 we are distributing 150,000 units annually. That will reflect in over 21 million people having a first-time gospel witness! As a Regional Development Director, you will have the unique opportunity to directly impact millions of people around the world who have never heard of Christ.

## **Mission Statement**

*“We deliver the Word of God in audio format (The Treasure) to oral learners living in unreached people groups.”*

## **Job Description**

### **Job Summary**

The Regional Development Director will work with the CDO (and others as appropriate) to grow and broaden his/her development portfolio at World Mission. The focus of the role is to establish, develop and mature relationships with prospective and existing major donors to expand the ministry of World Mission in the Midwest Region. The Regional Development Director will report to the CDO and will be an active participant in the fundraising efforts of the organization.

### **Responsibilities**

1. Develop and grow a donor base in the Midwest Region. Share existing World Mission resources to engage new audiences and donor communities.
2. Average of 10-15 Substantive Contacts per month to persons who fall into one of three major or principal donor categories: inactive donors, current donors, or potential new donors. At least 5 each month should be potential new donors. A major donor is someone who gives \$5,000 or more per fiscal year to World Mission. A principal donor is one who gives \$25,000 or more to World Mission in a fiscal year. A substantive contact is a conversation (in person or via zoom) that results in the furtherance of the gift process: identification, cultivation, solicitation, and stewardship.
3. Must hit pre-identified ROI targets and goals for each year.
4. Work with World Mission’s CDO and appropriate leadership to track and ensure that principal and major gift prospects/donors in portfolio are being visited and that a World Mission strategy is in place if appropriate, utilizing leadership at World Mission as appropriate.
5. Participate in goal setting, prepare proposals, strategy development for solicitation and stewardship as required for major or principal donors in the portfolio.

6. Successfully and consistently deliver funding proposals to prospective and current donors as relationship dictates.
7. Maintain appropriate electronic documentation on a timely basis, including engagement activities, proposal tracking, contact reports, donor strategies, and forecasting.
8. Record timely reports, letters, proposals, or gift agreements following donor contact.
9. Meet with CDO weekly via zoom or as requested. Attend weekly staff meetings via zoom.
10. Maintain a working knowledge of fundraising best practices; attend seminars and conferences annually for personal growth and development.
11. Perform other duties as required or requested by the CDO.

**Pay:**

1. Commensurate with experience with opportunities for increase upon performance.

**Qualifications**

You should have:

1. Demonstrated the past ability to create momentum, causing things to happen; must be proactive rather than reactive.
2. A strong interest in non-profit Christian organizations, a history of giving and working for such organizations and a specific knowledge and passion for the work of World Mission.
3. The ability to effectively communicate a case for supporting the ministry of World Mission and be comfortable and confident making the “ask.”

4. A minimum of three (3) years of successful development and/or fundraising experience and a successful track record in closing major gifts.

**You should:**

1. Be a committed follower of Jesus Christ and an active member of an evangelical Christian Church.
2. Have an earned BA or Master's degree, preferably in business, non-profit management, marketing or a related field.
3. Possess excellent written and verbal communication skills.
4. Be an organized, concise thinker and communicator.
5. Be strong, inspirational and persuasive with prospects.
7. Possess high moral integrity with persevering spirit and drive.
8. Be able and willing to travel as needed to connect with major and principal donors; able to make evening and weekend presentations when needed.

**Relationships**

1. Reports directly to the CDO.
2. Interfaces with staff and volunteers.
3. Communicates directly and indirectly with donors and prospects.