



Opportunity Profile

DIRECTOR OF MINISTRY DEVELOPMENT
THE GREAT COMMISSION FOUNDATION

EXECUTIVE SUMMARY

The Great Commission Foundation is looking for a highly capable relational networker and prospector to join their team as Director of Ministry Development.

The Director of Ministry Development understands and is passionate about ministry and is an ambassador representing our Canadian (The Great Commission Foundation) and US ministries (Friends of the Great Commission) to enable other ministries in their quest to fulfill the Great Commission of Jesus Christ. You can network with individuals, churches, and other Christian organizations to identify opportunities where we can serve other ministries with the various support offerings we provide. We believe that the fulfillment of the Great Commission is done best when various members of the Church unite with the various giftings we have been provided with to advance ministry. This belief accords with our organization's objective of advancing the Christian faith, relieving poverty and furthering education.

If you are gifted in development and are seeking to use your gifts and skills to serve God in a life-giving ministry, we would love to hear from you!



POSITION SUMMARY



As the Director of Ministry Development, you will identify and engage potential ministries to act as agents of our organization through networking. You will work closely with the President & CEO, the Executive Director of our US organization, and the Director of Ministry Solutions to promote the growth and advancement of the whole organization.

You believe in helping ministries thrive and are driven and motivated by that conviction. This results in active prospecting, networking, and problem-solving to identify how ministries can effectively serve. You are responsible for identifying opportunities where our organization can support new or existing ministries by being at the forefront of the ministry development cycle. You actively seek ways to identify emerging ministries or other opportunities where we can support ministries by connecting with churches and other Christian organizations. By doing so, you develop strong, trusted relationships that open doors and expand our ministry's reach. You also identify and participate in mission-type conferences to engage with new and current ministries that may serve as agents of our organization.



OUR STORY

Our ministry consists of a team of skilled professionals that possess pastoral, administrative, and accounting skills and use these talents to serve other ministries in an effort to fulfill the Great Commission of Jesus Christ. The Great Commission Foundation is registered with the Canada Revenue Agency to do charitable work.

Our organization works exclusively with Christians and Christian ministries who serve our organization as agents by fulfilling frontline ministry work. As agents for our organization, they engage in outreach activities and provide onsite personnel either on the mission field or in the area where they are ministering, while our organization provides behind-the-scenes support. By doing so, we serve our agents, who are in turn able to focus on their God given mandate. Our behind-the-scenes support includes administrative, accounting, compliance, and donations management expertise.



OUR VISION

To fulfill the Great Commission by serving those who are sent.

OUR MISSION

Enabling other ministries to fulfill the Great Commission by providing behind-the-scenes services so ministries can focus on providing frontline ministry. We do so by providing administrative, accounting, donor, and compliance expertise.

KEY RESPONSIBILITIES

- Actively build connections with churches, individuals, and other Christian organizations to identify potential ministries that may qualify to serve as agents for organization.
- Identify and engage with other ministry networks, associations, organizations, and conferences to further awareness of our organization to advance an understanding of how we serve the Church.
- Effectively present our organization's purpose by communicating the various ways we serve other ministries.
- Work with our teams to understand our organization's procedures to ensure an excellent onboarding experience for new agents.
- Attend meetings with our ministry development team and management teams reporting on the growth development initiatives and activities.
- Foster and maintain a constructive and unified relationship with other team members and teams based on mutual trust, respect, honesty, and openness.
- Identify new strategies for growth and for addressing retention by working with our various teams and management.





- Interact regularly with the President & CEO, as well as other team members to maintain a high level of engagement with the team and to operate within the established frameworks to effectively serve the ministries who act as agents for our organization.
- Display effective time-management, task management, and funnel management skills to organize the various developmental activities in which you are leading.
- Cultivate leads from our existing ministries, team members, and networks.
- Communicate and build trusted relationships with office staff and existing agents while actively listening for opportunities to help, serve, and improve.
- Collaborate and liaise with our marketing team to develop and implement appropriate communications and messaging.
- Identify, prepare for, travel to, and attend work throughout Canada and the US for connections with our ministries and potential opportunities.

CORE COMPETENCIES

- A strong relationship with Jesus Christ.
- A love to see ministry thrive and flourish globally.
- Effective planning, organization, prioritization, and multi-tasking skills.
- A good understanding of missions, ministry, and how churches operate.
- Able to actively engage and generate leads without day-to-day supervision.
- Excellent networking skills.
- Employs critical thinking, sound decision-making, and problem-solving skills.
- An active listener who seeks to understand.
- Accountable and dependable.
- Excellent verbal and written communication skills.
- Customer focused and relational.
- Excellent computer skills including the use of funnel management, task management, and MS Office products.



QUALIFICATIONS

- A passion for and genuine interest in serving and advancing Christian ministry.
- A strong devotional life with a strong appreciation for ministry in the workplace.
- 7+ years' experience in sales, development, or comparable roles.
- A minimum of 3 years' direct sales and development experience.
- A Bachelor's degree in business or a related field; or a sales or marketing background.
- Sales training certification, an asset.
- Strong computer skills with the ability to create presentations, manage funnels and task management tools, and use third party applications to enhance communications and generate leads and opportunities.
- A demonstrated experience in ministry development with measurable results.
- Experience and/or appreciation for business processes/business optimization; ideally having worked or been exposed to the administrative and accounting functions of an organization.
- An understanding of the complexities and pain points of administrative and accounting functions in a charitable organization, preferred.
- Able to work well independently while engaging with the team, and effectively reporting and working with management.
- Prior experience entering new markets, an asset.
- Agreement with GCF's Statement of Faith and Code of Conduct, and alignment with the vision and mission of the organization.
- Able to travel for relationship building purposes, conferences, and collaboration with our team and ministries at national and international offices.
- Dual citizenship and/or the ability to speak French, an asset.

OUR SEARCH TEAM



jeff@nelsonandkraft.com
647.409.2922

JEFF PITCHFORD LEADING THE SEARCH

Jeff is an accomplished Senior Executive, with over 25 years of leadership experience across the chemical manufacturing and food processing industries. He wears many hats including Business Consultant, Executive Coach, Board Member, Forum Chair and Birkman Certified Professional. Jeff specializes in leadership development and team-based business success. He is passionate about developing leaders and building high performance teams.



keith@nelsonandkraft.com
519.831.5765

KEITH KNIGHT SUPPORTING THE SEARCH

Keith has a long career in leadership development, communications and marketing. Over the past decade he served as Executive Director of the Canadian Christian Business Federation, a national network of Christian business and professional leaders. He inherited a small group of business leaders consisting of seven chapters in southern Ontario and grew the organization into a national network of 70 chapters with a database of 6,500 professional leaders, including about 80 Christian non-profits.



matt@nelsonandkraft.com
613.355.1412

MATT ROBBERSTAD SUPPORTING THE SEARCH

Matt is an accomplished Talent Acquisition Manager with a strong background in the non-profit sector. With over a decade of leadership experience in recruitment and retention, he has a proven record of success. Matt has effectively managed end-to-end recruitment processes for a wide range of positions at Christian Horizons, a major faith-based developmental service organization in Canada. His extensive expertise in recruitment and selection enables him to identify the ideal candidates for various organizational roles.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline and details for this search:

Location: Ontario (Golden Horseshoe, preferred) or Vancouver area

Application Deadline: April 11, 2024

Short List Interviews: April 2024

Start Date: TBD

Salary Range: \$100,000 - \$110,000

HOW TO APPLY

Apply online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

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