



Position Posting: Executive Director of Global Resources, Chief Advancement Officer
Location: Approved Remote Location
Type of Role: Full-time; Salaried/exempt
Date: September 2022

About TEAM: TEAM - The Evangelical Alliance Mission is a global Christian ministry organization founded in 1890 that partners with churches to equip and send global workers who make disciples of Jesus Christ among the nations. TEAM is both an equal opportunity employer and a faith-based religious organization. For this reason, TEAM hires only candidates who wholeheartedly and without reservation agree with and live according to [TEAM's Statement of Faith](#). TEAM staff thoroughly embrace the [purpose, vision, beliefs, and values of TEAM](#).

About the Role: The Executive Director of Global Resources and Chief Advancement Officer provides visionary leadership for personnel serving in Development, Donor Relations, Communications, and Marketing. In coordination with the International Director, this position will work to establish a theological and strategic basis of advancement coherent with TEAM's mission and vision. This position serves as a standing member of the Senior Leadership Team, TEAM's most senior management group.

Key Responsibilities include but are not limited to:

Chief Advancement Officer:

- Create and lead a plan to meet the fundraising and resource development goals
- Maintain a big-picture understanding of TEAM, constantly seeking to improve how TEAM builds relationships with major donors
- Manage and hold accountable the Advancement Team in their work with major donors and prospects, working with them to set goals, maintain caseloads, implement appropriate donor engagement activities, and update the database as appropriate; meet in regular meetings for collaboration, reporting, planning, administrative matters, and prayer
- Build and maintain relationships with current and potential donors; encourage donors to grow in matters of biblical stewardship
- Engage donors in God's global mission through activities such as events, donor-vision trips, and ministry briefings as developed by the Advancement Team
- Manage activities within an agreed budget

Executive Director of Global Resources:

- Work with the Senior Leadership Team in developing and implementing structures, policies, and systems that support TEAM's mission, seeking to adopt and/or create best practices
- Provide leadership for the Global Resources Team, supporting the team with biblical and spiritual mentoring, holding them accountable to their own goals and TEAM's purpose
- Work with Regional Directors and Regional Resource Directors to develop and execute functional strategic plans in resource development, including the use of meaningful metrics to gauge progress
- Facilitate the recruitment, development, and appointment of needed staff in the Global Resources Group, helping them mature in effective ministry
- Represent TEAM at official functions and meetings, leading strategic initiatives and projects, meeting with major donors, relating to partner organizations, and developing new initiatives
- Other duties as delegated by the International Director

Qualifications of the Role:

- Spiritually mature and growing follower of Jesus Christ
- Strong relational ability, enjoys people, and gets satisfaction from helping people meet their spiritual and philanthropic goals in global ministry among the nations
- Skill in executing advancement core practices of donor identification, cultivation, engagement, and stewardship to achieve organizational contribution goals
- Proven track record of meeting or exceeding organizational funding goals through types of funding campaigns (recurring, annual, capital, crowdfunding)
- Knowledge of and experience in handling donor awareness and engagement with various planned giving instruments, including but not limited to bequests, annuities, and trusts; knowledge of the legal issues surrounding such instruments
- Experience in the development and execution of communications strategies in support of organizational mission
- Demonstrated ability to lead and manage individuals and teams
- Minimum of five years of engaging major donors and successful resource development for nonprofit organizations; experience in a Christian mission agency or similar ministry is a plus
- Broad understanding of the cultural backgrounds of the regions in which we work, including preferred and appropriate decision-making and communication styles
- Excellent verbal and written communication skills
- Bachelor's degree (minimum); professional certification is preferred

Disclaimer: The information in this document indicates the general nature and level of work to be performed. It is not designed to contain or be interpreted as totally comprehensive of every job duty, responsibility, or qualification required by an employee assigned to this position. An employee may be required to perform other assignments not listed here.

Employment applications are available online at <https://team.org/about-us/staff-opportunities>.
Inquiries may be made to:

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