



Position Posting: Executive Director of Stewardship
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 Stewardship provides leadership and supervisory accountability for personnel serving in Development and Constituent Services. In coordination with the International Director, this position will work to establish a theological and strategic basis of advancement coherent with the organizational mission and the vision. This position serves as a standing member of the Senior Leadership Team and the Global Leadership Group. Additionally, the Executive Director of Stewardship has responsibility and authority for leading the organization in setting and achieving goals for financial giving. This individual works with the Regional Executive Directors in establishing and executing regional resource plans in the Americas Region, the Europe-Middle East-Africa Region, and the Asia Pacific Region.

Key Responsibilities include but are not limited to:

- Create and lead a plan to meet the fundraising and resource development goals of TEAM
- Maintain a big-picture understanding of TEAM and its mission, constantly seeking to improve how TEAM builds relationships with major donors
- Manage and hold accountable the Stewardship 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; oversee regular team 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 global mission through activities such as donor-vision trips, ministry briefings, and other events developed by the Stewardship Team
- Manage departmental activities within an approved budget

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
- Skill in executing stewardship best practices in donor identification, cultivation, and engagement to achieve organizational contribution goals
- Proven track record of meeting or exceeding organizational funding goals through various types of funding campaigns (recurring, capital, crowdfunding, etc.)
- Experience in stimulating 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

- 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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Human Resources | Human.Resources@TEAM.org