



The mission of American Baptist International Ministries is to glorify God in all the earth by crossing cultural boundaries to make followers of Jesus Christ.

INTERNATIONAL MINISTRIES

American Baptist International Ministries (IM) Job Posting Announcement

Assistant Director of Development

Join a vibrant ministry that is helping people all around the world come to Christ, grow in their relationships with God and change their worlds with the power of the Holy Spirit!

Role and Responsibility: Raise support for ministry programs and services. Follow agency protocol in the acquisition, cultivation and solicitation of current and potential donors. Implement stewardship and generosity principles and fundraising programs as directed. Serve as an ambassador of the organization. As part of the Mission Advancement Team (MAT), assist in establishing short- and long-range goals and strategies for identifying new funding sources and achieving financial goals. Manage an assigned list of donors, prospects, congregations and church-related groups (e.g., VBS, Sunday school classes, women's groups, etc.) for cultivation and solicitation. Acquire new donors. Compile and analyze information about potential contributors—including individuals, churches, corporations and businesses—to develop a cultivation and solicitation strategy. Visit with pastors, provide updated materials, answer questions and fulfill speaking engagements. Communicate and collaborate with members of the MAT to coordinate advancement goals. Write to, call and visit potential contributors to inform and educate them about IM's global mission and to engage them in contributing funds or gifts in kind by explaining the purposes and benefits of their gifts. As needed, confer with appropriate financial advisors to establish methods of transferring funds to benefit both donors and IM. Take initiative for personal continuing education in development and philanthropy (e.g., relevant readings, conferences and training programs). This will be a deployed position focusing on a designated geographic region with an average of 50% travel.

Education, Experience and Competencies: Bachelor's degree (B. A.) from a four-year college or university. Minimum of 5–7 years of development experience with a successful track record of having deepened relationships with existing donors (churches or individuals) while cultivating new relationships, preferably in a faith-based environment. Passion for IM and an ability to translate that passion into a personal and team-wide pursuit of IM's fundraising goals. High degree of integrity. Excellent analytical, communication (written and oral, including the ability to develop and write detailed reports), organizational and attention-to-detail skills. Evidence of global or cross-cultural experience preferred. Proficiency with Microsoft products and comparable donor relations software. Preferred background includes experience in fundraising as a ministry; an understanding of Biblical principles of stewardship and generosity; familiarity with global mission and American Baptist Churches; experience in identifying, applying for and securing grants; and evidence of global or cross-cultural experience.

Compensation: Competitive compensation package including employer-paid contributions to a 403(b) retirement plan, healthcare benefits and paid time off (vacation, sick leave and holidays).

International Ministries serves more than 2,000 volunteers and short- and long-term missionaries in 70 countries. If you are ready to be a part of this dynamic organization, send a cover letter, a resume and the names, addresses and phone numbers of three professional references to: jobs@abc-usa.org.

Applications must be received by March 12, 2016.

www.internationalministries.org