

RELATIONSHIP MANAGER

Full Time Position | Melbourne

Experienced Relationship Manager role

Hybrid working environment (remote and face to face)

Why Open Doors?

Our team at Open Doors is united in our love for Jesus Christ and His Commission. When working at Open Doors, you will get the chance to strengthen the faith of Christians all over the world, through Discipleship, Emergency Relief and Community Development.

We asked our people their thoughts on working with Open Doors – here is what they had to say:

- “Working for Open Doors means being challenged and encouraged in your faith every day! It’s a privilege to be in a job that helps strengthen the global body of Christ.”
- “Seeing and hearing real stories of persecution has forced me to see my walk with Christ in a new way.”
- “Exclusive experiences to travel and meet with persecuted believers, learning many invaluable lessons along the way.”

Working with us also provides the opportunity to be a part of regular team devotions, access to Christian counselling and mentoring, as well as coming together for bi-annual team days for fellowship, celebration, and worship.

Our Impact

In 2020, our work at Open Doors helped 7,772,740 persecuted Christians across the globe. Overall, we provided support to:

- 6,673,698 people in Discipleship, to follow Jesus by strengthening their faith, providing Bibles, and equipping them to share the gospel;
- 808,092 people in Emergency Relief, to follow Jesus in the most dangerous parts in the world, as they faced persecution, poverty, and war;
- 290, 950 people in Community Development, to follow Jesus by giving them the tools to stay in their communities and be the light of Christ.

As a growing and respected ministry that supports persecuted Christians in more than 70 countries, and with our vision to make a double impact to the Christians of the world, we’re excited to bring on someone who shares the same vision, strengthening our organisation by connecting with like-minded people, partners, and the community.

About the Role

Open Doors is seeking a Relationship Manager based in Melbourne. Our team is looking to expand the profile of Open Doors throughout Victoria, as we continue to connect with churches in Australia and New Zealand and serve persecuted Christians around the world.

In this position, the Relationship Manager will be responsible to build and maintain relationships with pastors, church leaders, church congregations, advocates, and donors. As a Relationship Manager, you will also support and coordinate strategies and campaigns to help grow networks and partnerships across Australia, manage and collaborate with others to achieve organisational KPI’s and participate in facilitating church leaders or groups to help educate others about Open Doors’ ongoing mission.

From time to time, you will be required to speak at Sunday events, conferences, or media interviews, which will require regular engagement with church pastors and leaders. The role includes some domestic travel.

Technical and Professional Qualifications, Skills, and Experience:

We are seeking an inspiring, and highly-organised team member to join our faith-based organisation. For this role, we are also ideally seeking the following:

- 2-3 years' experience in a Relationship Manager or Account Manager role (or similar)
- Proven track record of achieving and exceeding targets
- Knowledge, understanding, and networks within the church in Victoria
- Relevant experience in Ministry, Sales, Marketing, and/or communications
- Ability to communicate and facilitate with influence and confidence
- Thorough Biblical knowledge
- Experience in developing effective relationships
- Highly developed time management practices
- Ability to work both independently and as a team player with energy and creativity
- Ability to solve problems to a satisfactory conclusion
- Ability to manage multiple projects at once and transition seamlessly to meet deadlines
- Self-motivated and innovative
- Must exhibit a strong willingness to learn and absorb new information
- Working knowledge of Salesforce and Microsoft suite
- Demonstrated understanding of the Australian and New Zealand church landscape

Join Us

If you share our passion to make a difference for the most important issues in our Christian world today, we would love to hear from you!

To apply, please submit your brief resume (max. 3 pages) and cover letter addressing your fit for this role to peopleandculture@od.org.au

Applications to be received by close of business on Friday 5th August, 2022.