

RELATIONSHIP MANAGER

Based in Melbourne, Victoria

- Full time | Hybrid and flexible working environment
- Experienced Relationship Manager role
- Use your relationship management skills to make an impact for the persecuted Church

WHY OPEN DOORS?

At Open Doors, we help people follow Jesus all over the world, no matter the cost. Our team is united in our love for Jesus Christ and His Commission. When you work with us, you'll get the chance to strengthen the faith of persecuted Christians, even in the most dangerous places.

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.”
- “It is such a joy to know that I’m using the gifts that God has given me to help serve those who need to be served.”

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, prayer, and worship.

OUR IMPACT

Last year, our work at Open Doors helped **5,390,854 persecuted Christians** across the globe, providing:

- 1,311,476 people with Bibles and Christian literature.
- 3,393,491 people with discipleship, training, mentoring, and counselling.
- 685,887 people with socioeconomic development, emergency relief, medical care, and education.

As a growing and respected ministry that supports persecuted Christians in more than 70 countries, our vision is to double our impact. We’re excited to hire someone who shares the same ideals by connecting with like-minded people, partners, and communities.

ABOUT THE ROLE

Open Doors is seeking a Relationship Manager in Melbourne to help us connect, grow and serve churches, enabling them to support persecuted Christians across the world. The Relationship Manager is an essential member of the Open Doors team. Your duties will include but are not limited to:

- Developing new relationships with churches to increase the profile, influence and impact of Open Doors within a denomination and/or geographic area.
- Maintaining, coordinating and strengthening existing church partnerships.
- Contributing to the development, implementation and evaluation of initiatives and strategies for the church in your area and across Australia and New Zealand.
- Maintaining and leveraging CRM data to aid in planning and strategy development.
- Public speaking at Open Doors Sunday's events, conferences or media interviews which involves regular domestic travel.

SKILLS AND EXPERIENCE

For this role, we are ideally seeking the following:

Essential:

- Relevant experience in ministry, fundraising, sales, marketing, and/or communications
- Demonstrated ability to communicate with influence including public speaking and storytelling
- Demonstrated experience in developing effective relationships
- Highly developed time management skills and the ability to manage multiple priorities and work to deadlines
- Ability to work both independently and as a team player with energy and creativity
- Self-motivated and innovative, exhibiting a strong willingness to learn and absorb new information
- Ability to work with Objectives and KPIs to achieve goals and targets

Desirable:

- 2-3 years' experience as a Relationship Manager, Account Manager or similar
- Knowledge, understanding and networks within the Melbourne church landscape
- Thorough Biblical knowledge or theological training
- Experience using Salesforce or other CRM software
- Experience working in a not-for-profit
- Ability to work with Objectives and KPIs to achieve goals and targets

JOIN US

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

Please submit your brief resume (max. 3 pages) and cover letter to peopleandculture@od.org.au

Applications to be received by close of business, Monday 30 January 2023.