

# MAJOR GIVER RELATIONSHIP MANAGER

- Parental Leave Relief (12-month contract)
- Full-time or part-time
- Hybrid and flexible working environment

Are you a strategic relationship builder who loves to see people empowered to make an impact in the service of others? If you are experienced in managing donor relationships and activating fundraising strategies, this role could be for you!

## WHY OPEN DOORS?

In Christ, we strengthen the most persecuted. We connect the Australian and New Zealand church with their persecuted family to deepen one another's discipleship journey. 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 and here's 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 **7,075,604 persecuted Christians** across the globe, providing:

- 1,700,000 people with **Bibles and Christian literature**.
- 3,200,000 people with **discipleship**, training, mentoring, and counselling.
- 1,500,000 **in-person visits, care, prayer, and counselling**.
- 600,000 people with **socioeconomic development**, emergency relief, trauma care, and education

As a growing and respected ministry that supports persecuted Christians in more than 70 countries, we are the leading voice on Christian persecution and trusted partner to build a mature and unified global Church. We're excited to hire someone who shares the same ideals by connecting with like-minded people, partners, and communities.

## ABOUT THE ROLE

In this role, you will be responsible for stewarding and growing relationships with individuals, Trusts, Foundations and Businesses across Australia and New Zealand, and collaborating with the Open Doors team to achieve our fundraising goals. The role sits within our Partnership team, which exists to build partnerships inviting Christians across Australia and New Zealand to make a difference globally through the ministry of Open Doors.

Your duties will include:

- Acquiring new and developing existing relationships with Major Givers in alignment with a partnership methodology and strategic initiatives.
- Ensuring the accurate recording and management of supporter information.
- Contributing to campaigns and the achievement of strategic goals through partnerships with Major Givers.
- Actively contributing to knowledge sharing and continuous improvement across the ministry.
- Facilitation of field experience to engage Major Givers and groups, to increase their understanding of the mission and work of Open Doors.
- Domestic and occasional international travel.

## SKILLS AND EXPERIENCE

For this role, we are ideally seeking the following:

### Essential:

- Demonstrated experience in major giver fundraising with individuals and Foundations, including managing and nurturing supporter relationships via email, telephone, and in person
- Excellent communication skills, both verbally and in writing
- Strong team player with excellent interpersonal and time management skills, self-motivated, and innovative
- Thorough biblical knowledge
- Commitment to deepen the discipleship journey of AU & NZ Christians and persecuted Christians alike
- Experience developing and working with goals and measures

### Desirable:

- Certificate in Professional Fundraising (FIA) or equivalent
- Experience in using Salesforce or similar CRM databases
- Understanding of individual giving fundraising programs
- Experience in managing events or activities to nurture and engage major financial givers
- Experience in grant applications
- Experience in corporate giving and partnerships
- Understanding of the Australian and New Zealand church landscape

## JOIN US

If you're passionate about making a difference and excel in supporter-centric communication and relationship building, we want to hear from you. To apply for the position, please submit your resume (maximum 3 pages) and cover letter to [peopleandculture@od.org.au](mailto:peopleandculture@od.org.au)

Applications are to be received by **9 a.m. on Friday, 12 April 2024**.