Open Doors®

RELATIONSHIP MANAGER

(SYDNEY)

- Full-time | Sydney-based | Flexible remote work, with regular time on the road meeting churches, partners, and ministry leaders
- Serve and grow significant church and major giver relationships across Sydney and wider NSW
- Use your ministry, relational, and professional capability to mobilise churches to stand with the persecuted Church
- Best suited to someone based in Sydney, with regular travel across Sydney and wider NSW

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, visiting our work in the field, 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 **9,553,640** persecuted Christians across the globe, providing:

- 542,813 people with advocacy,
- 5,766,757 people with biblical training,
- 2,531,985 people with Bibles and Christian literature,
- 176,405 people with emergency relief, and
- 535,680 people with socio-economic support.

As a respected and growing ministry supporting persecuted Christians in more than 70 countries, we are a leading voice on Christian persecution and a trusted partner in building a mature and unified global Church. We're excited to welcome someone who shares our values and mission.

ABOUT THE ROLE

As a Relationship Manager, you'll take ownership of a significant church and major giver portfolio across Sydney and wider NSW. You'll connect with pastors and leaders, get out among churches and conferences, preach and present in services, and help churches grow in courageous discipleship alongside their persecuted family.

This role blends relational ministry, public communication, strategic partnership development and disciplined follow-through. Your week will include meeting with partners, understanding the needs and rhythms of local churches, cultivating new church opportunities, growing an active portfolio of churches and major givers, and speaking in around 25 churches each year. Regular travel across NSW is expected. A regular privilege of this role is ministering in churches on Sundays, with time-in-lieu provided.

With the southern regions already supported by another team member, this role will largely serve churches across Sydney's northern and western areas, while also engaging strategic opportunities across wider NSW. This is a significant region, with many churches, deep partnership potential, and real opportunity for the right person to bring energy, consistency, and trusted leadership.

You'll enjoy a high degree of autonomy, supported by the Church Area Lead, a passionate team of Relationship Managers across ANZ, and our Relationship Facilitators.

Key Responsibilities

- Cultivate, grow, and deepen relationships with churches to expand the influence and reach of Open Doors across Sydney and wider NSW.
- Proactively pursue new church, pastor, and partner relationships, identifying promising opportunities and moving them from first conversation to meaningful engagement.
- Inspire and equip churches across NSW to pray, give, advocate, and grow in courageous discipleship with their persecuted family.
- Invite churches, major givers, and new partners into meaningful financial partnership by helping them see the part they can play in strengthening persecuted Christians.
- Shape and drive local portfolio strategy in collaboration with the wider Open Doors team, helping churches discern practical ways to integrate prayer, discipleship, advocacy, and giving for the persecuted Church into their existing ministry rhythms.
- Use CRM, project management, and calendar tools with discipline to track relationships, manage follow-up, stay across commitments and keep portfolio activity aligned with ministry priorities.
- Represent Open Doors through preaching, public speaking, church services, conferences and partner presentations, with regular travel as a core part of the role.

ABOUT YOU

You are a relational Christian leader with the maturity, energy, and credibility to build trust, create opportunity, and carry significant relationships with care. You connect naturally with pastors, leaders, and partners, communicate with conviction, and help good conversations grow into trusted relationships that lead to lasting ministry impact.

You are highly self-motivated and confident working independently, while still valuing the support of a prayerful, collaborative team. You manage a busy calendar well, follow through on commitments, and bring both relational warmth and strong personal organisation to your work.

You'll likely be energised by being on the road, meeting pastors over coffee, preaching, and presenting in churches and conferences, and turning meaningful conversations into lasting church partnerships.

This role could suit an emerging Christian leader with strong professional, relational, or commercial capability, or a seasoned ministry practitioner with deep church networks, credibility, and drive. Either way, you'll bring initiative, strong people instincts, confidence with systems, and the energy to cultivate new opportunities, serve churches well, and keep momentum moving.

What You Bring

- A proven track record of building trusted relationships, creating opportunities, and delivering outcomes in ministry, fundraising, sales, business development, leadership, or a similarly relationship-driven environment.
- A compelling communicator who can move naturally between senior church leaders, major partners, congregations, and internal stakeholders.
- A strong understanding of the New South Wales church landscape, with the wisdom and credibility to engage well across denominations, church networks, senior pastors, and ministry leaders.

- Skilled public speaker, experienced in delivering engaging, gospel-centred messages in churches, conferences, and media.
- Experience in fundraising with organisations, churches, and high-net-worth individuals.
- The maturity to work autonomously, manage competing priorities, and make wise decisions while staying closely connected to a prayerful and collaborative team.
- Personally committed to the mission of strengthening and equipping persecuted Christians.
- Strong personal discipline with systems, CRM, project management tools, calendars, and follow-up, so relationships are served with excellence and opportunities keep moving.

Essential

- Demonstrated success carrying responsibility for outcomes, meeting targets or growing a portfolio, network, ministry, or group of key relationships.
- Excellent written and verbal communication skills, with the ability to communicate with clarity, warmth, and conviction.
- Highly developed presentation, preaching, and public speaking skills, with confidence to represent Open Doors in church, conference, and partner settings.

Desirable

- Experience working within Christian organisations, churches, or ministries.
- Experience in the not-for-profit or For Purpose sector, or professional experience from corporate settings that translates well into a mission-driven role.
- Experience in sales, business development, fundraising or other relationship-driven roles.
- Relevant tertiary training or qualifications in ministry, theology, business, communications, leadership, or a related field.

JOIN US

If you long to help churches across Sydney and wider NSW grow in courageous discipleship and want your work to strengthen believers in the world's hardest places to follow Jesus, we'd love to receive your application.

Shortlisted applicants will be contacted for an initial conversation, and those who progress will be invited to a formal interview process.

Please submit a brief resume (maximum 3 pages) and a cover letter sharing why this role resonates with you to peopleandculture@od.org.au. **Only applications with both a cover letter and resume will be considered.**

Applications close at 11:59pm on Tuesday, 17 November 2026.
Early applications are encouraged as the position may be filled sooner.
We're flexible with timing, but ideally, we're seeking someone who can begin in January 2027.