

Full Time Employment Opportunity CBM Regional Representative: Atlantic Canada



Canadian Baptist Ministries' (CBM) goal is to encourage passionate discipleship in local and global mission. CBM exists to serve local churches in their mission efforts. Internationally, CBM works strategically with and through a network of 18 partners in 16 core countries in ministries such as grassroots leadership formation, global discipleship, theological education, evangelism, sustainable community development, and peace-building.

www.cbmin.org

This ministry position is intended to strengthen CBM's relationships with churches and individuals in their understanding and practice of God's call on the church to make global disciples.

The CBM Regional Representative for Atlantic Canada will build and nurture relationships with individual supporters and church leaders through providing information on programs and issues, conducting workshops, public speaking, participating in planning meetings and facilitating global discipleship initiatives. A primary focus will be in encouraging generosity and raising funds for CBM's global programs.

Key performance indicators will include the level of engagement of churches and individuals in CBM programs. This role will include extensive travel within the Atlantic during the week with an average of 2 weekends a month visiting churches. This position reports to the Director, Global Discipleship & Canadian Engagement (GD&CE).

Responsibilities:

Relationships with Individuals:

- Build effective long term relationships with donors with the goal of increase donor engagement with CBM.
- Introduce CBM's work to new individuals with the goal of engaging their support.
- Work with departmental Manager to develop an effective donor treatment plan

Relationships with churches

- Strengthen CBM's relationships with churches in Atlantic Canada
- Facilitate workshops and seminars related to the themes of integral mission and the witness of the local church (local and global)
- Promote understanding and commitment to CBM's mission endeavours through preaching, teaching, and presentations to congregations, mission committees, women's groups, and youth events
- Act as CBM's representative for regional gatherings and other events as requested
- Promote CBM's programs to prospective churches, including providing orientation and debriefings to STM participants
- Provide support in promoting CBM fundraising campaigns to churches in Atlantic Canada
- Assess and advise the Director, GD & CE regarding the interest of pastors/congregational leaders in visiting overseas partners, and the general need for further resources.
- Act as a liaison and catalyst with assigned churches to host events such as town hall meetings and workshops to which other churches would be invited.

Departmental Responsibilities:

- Consistently inform and update the Director on progress toward outcomes
- Participate in regular conference calls with the Director and other regional Representatives
- Participate in planning and training meetings at least once a year in Mississauga
- Maintain records of contacts and interactions within the CBM CRM system
- Participate in planning and take the lead in providing logistical support for regional denominational gatherings and special events

- Prospect for companies that are interested in participating in CBM's corporate program
- Develop an awareness of Foundations within and outside the Baptist constituency and build relationships with those who manage the Foundations' donations to explore areas of potential interest.

Qualifications:

- Must accept CBM's Core Values (see www.cbmin.org).
- Willing to sign off on CBM's Lifestyle Agreement & Child Protection Policy.
- Active member of a Baptist Church; preferably of CABC.
- Passionate commitment to the role of the local church as God's agent of mission
- Articulated understanding of the church's role in mission both locally and globally
- 3- 5 years successful experience in relational marketing and fundraising will be considered a strong asset
- Demonstrated effectiveness in church leadership at a lay or pastoral level
- Demonstrated exceptional relationship building skills with a wide range of stakeholders including different generations, cultural groups, levels of church leadership
- Excellent skills in listening and assessing needs of stakeholders and opportunities to add value
- Dynamic public speaker, able to inspire passion and energize others
- Proactive in initiating contacts and nurturing strong relationships; able to build trust easily
- Able to prioritize and independently plan work to maximize impact of regional travel
- Committed team player, flexible and responsive to assist team in meeting its overall goals
- Teachable: willing to learn new skills and to be mentored
- Proficient in Microsoft Office, Excel and Windows environment
- Able and willing to travel extensively within region; able and willing to travel nationally and internationally as requested
- Must live in the Moncton area for easy access to the airport

Please submit cover letter and CV by e-mail to membercare@cbmin.org prior to May 25, 2015.

CBM 7185 Millcreek Drive, Mississauga, ON L5N 5R4

Thank you for your application; however, only those selected for an interview will be contacted.

This posting will remain open until a suitable candidate is found.