



# **IJM** National Director, Church Mobilization, IJM Canada

## **Who We Are**

IJM is the global leader in protecting vulnerable people from violence around the world. Our global team of over 1,000 professionals are at work in 25 offices. Together, we are catalyzing a global revolution that will rescue millions, protect half a billion, and make justice unstoppable.

Motivated by God's call to seek justice for the oppressed, we believe that the way we work is as important as the results we achieve. We are a global community that cares for one another. We value joy and celebration, and we strive to provide professional excellence to all those we serve.

## **The Need**

After nearly two decades of continued growth and operational success in pioneering the work of protecting people from violence, IJM has become an \$80 million organization with 1,000 global employees. As IJM continues this trajectory of growth and scaling of its impact, IJM Canada's Executive Director is seeking a proven leader to lead and shape IJM Canada's vision and marketing and acquisition strategy for securing the full Canada market potential for Christians, across the broad spectrum of cultural, racial and ethnic diversity, giving generously of their money, power and influence to fuel the scaling of the mission. This leader will shape IJM Canada's overall Canadian marketing in collaboration with the broader North American regional strategies for the Christian market, ensuring high levels of strategic integration and effectiveness across cross-functional teams. This leader will also lead the development and execution of highly scalable church-giving programs that deepen the churches engagement in the mission.

Churches nationwide are rediscovering the biblical mandate to seek justice for the oppressed of our world. There is a growing understanding that justice must reign in the very darkest of places. But the great task before the church is to move beyond understanding and into action; the church must again become famous for humble and courageous service to vulnerable victims of violence. Ultimately, your success will lead to meaningful engagement of the church communities so that more children, women, and men are being freed from violence and protected in their communities.

*This position is based in the Greater Toronto area reports to the Executive Director, IJM Canada.*

## **Responsibilities:**

- Serve as a high-level brand ambassador and speaker for IJM's mission and theory of change. Secure preaching engagements that rally tens of thousands of congregants to engage with IJM through giving, advocacy and prayer;

- Build a multi-year strategy to engage hundreds of churches in key markets – Greater Vancouver/ Fraser Valley, Calgary, Edmonton, Winnipeg, Southern Ontario, GTA, while also look to breaking new ground in Quebec and Eastern Canada;
- Fundraise the Church Mobilization portfolio to \$400,000+, ensuring YOY growth;
- Nurture relationships with 50-100 current or prospect church partners in order to grow revenue YOY;
- Conduct a minimum of 75-100 face to face and/or virtual meetings to grow meaningful relationships with churches and build connections with networks, denominations, and influencers that scale efforts;
- Grow revenue through recurring revenue programs, such as Partner with a Field Office;
- Development of comprehensive marketing and acquisition strategies penetrating the Canadian Christian market - across the broad spectrum of racial, ethnic and cultural diversity in Canada -- consistent with global, regional and local strategic priorities;
- Growth in revenue across all individual donor streams including scalable, recurring church revenue;
- Accurate forecasting and achievement of revenue and expense budgets including data capture and hygiene that drive effectiveness and learning; and
- Nurture and grow existing denominational relationships in Canada while strategizing an outreach campaign to cultivate and sustain new/unreached denominations to join in the mission of IJM Canada.

### **Requirements:**

- Bachelor's degree; Seminary training/graduate degree preferred;
- 5+ years of proven experience delivering results in fast-paced, multi-disciplinary environment;
- A proven track record of emotionally compelling public speaking and presentation that moves people to action;
- Experience managing, tracking and reporting on the financial efforts for a region;
- 10 years proven visionary and strategic leadership experience;
- Proven track record of leading, developing joyful, cohesive and highly effective teams; executing high impact strategy development across cross-functional teams; building highly effective, donor centric fundraising program; and
- Extensive experience with church and/or denominational culture and dynamics preferred.

### **Critical Qualities:**

- Mature orthodox Christian faith as defined by the Apostles' Creed;
- Winsome;
- Driven;
- Tenacious problem solver;
- Compelling conversationalist and intelligent listener;
- Exceptionally high level of honesty and integrity;
- High standard of personal discipline;
- Sustained positive attitude; and
- Comfortable relating to an audience of diverse people and personalities.

### **What does IJM have to offer?**

- We offer a generous compensation plan;
- We offer the chance to work in an engaged and positive work culture where employees are valued;
- We offer coaching, professional and personal development, and staff care;
- We offer the opportunity to make a difference in the world; and
- We are more than a workplace. We strive to be a community of spiritual formation, helping our staff work out God's call to justice in their lives.

**Upload Resume, Cover Letter & Statement of Faith\* in one document.**

**\*What is a statement of faith?**

A statement of faith should describe your Christian faith and how you see it as relevant to your involvement with IJM. The statement can either be incorporated into the cover letter or submitted as a separate document and should include, at a minimum, a description of your spiritual disciplines (prayer, study, etc.) and your current fellowship or place of worship.