

Dare 2 Share Ministries

Job Description: Ministry Advocate

DIVISION/DEPARTMENT: Ministry Advancement

REPORTS TO: Director of Global Mobilization

LOCATION: Denver (Wheat Ridge)

TYPE OF POSITION: ☒ Full-time ☐ Part-time ☐ Volunteer ☐ Contract

HOURS OF WORK: 40 hrs (non-exempt)

PAY RATE: \$20 - \$24 an hour

TRAVEL: As needed.

INTRODUCTORY PERIOD: 90 Days

THE MINISTRY ADVANCEMENT DIVISION'S PURPOSE

To activate leaders around the world with a special emphasis in North America through involvement with Dare 2 Share programs and resources so that they lead a Gospel Advancing Ministry and join or create Gospel Advancing Networks to accelerate the Gospel Advancing Movement.

POSITION SUMMARY

The Ministry Advocate (MA) is primarily responsible for engaging and building relationships with youth leaders, both nationally and internationally, who are interested in Gospel Advancing Ministry. The MA serves them by providing strategic next steps, product and service information, resolving any related problems, and explaining the multiplying effect of a network of like-minded leaders while identifying networking needs in the leader's geographical area.

To be successful in this position, an MA uses a relational and need-based perspective in their approach. As excellent communicators and problem solvers, they strive to create deeper, more intelligent conversations with new and existing leaders, as well as with potential leaders. As such, they must be well versed in Gospel Advancing Ministry, the Youth Ministry industry (needs, issues, resources available, etc.), and be the ministry's training and resources experts.

TYPICAL DUTIES AND RESPONSIBILITIES:

Leader Engagement (70%)

- Understand and professionally articulate the Gospel Advancing movement and how Dare 2 Share events, resources, and training accelerate its execution and progress.
- Intentionally use relevant Engagement Plans as a tool to convert interested Youth Leaders into Gospel Advancing Leaders.
- Utilize an array of communication channels (1 - phone, 2 - text, 3 - email, etc.) to connect with youth leaders, with the end-goal of engaging them verbally over the phone.

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- Identify network needs in different regions of North America and connect Gospel Advancing leaders from the identified region, encouraging them to collaborate by providing the resources and coaching necessary to facilitate the creation of new networks.
- Be current on all Dare 2 Share offerings and their benefits, features, and differentiators to be able to provide customized solutions to youth leaders.

CRM System (20%)

- Execute Salesforce Engagement Plans policies and procedures to ensure accurate execution of orders, updating information, and tracking.
- Accurately record all “leader engagement” activities in Salesforce.
- Open and update customer records by updating lead, contact, and account information.
- Conduct regular audits on leaders' data to maintain quality data within the system.

General (10%)

- Manage regular workload effectively, using systems and calendars to meet objectives.
- Attend weekly check-in, divisional, and ministry meetings as well as chapel.
- Travel to training events if/when required. Travel would be minimal.

COMPETENCIES REQUIRED:

- Personal familiarity with the Gospel Advancing philosophy and Dare 2 Share Ministries’ resources, training, and events.
- Excellent verbal and written communication with solid problem-solving skills.
- Youth leader focus and the ability to interact with youth leaders professionally.
- Must have a track record of regular, predictable attendance, as well as excellent time management and multitasking skills in a fast-paced work environment.
- Salesforce experience helpful along with knowledge of Microsoft Word, Excel, and Outlook.
- Working knowledge of Youth Ministry culture, both nationally and internationally.
- Bachelor’s degree helpful.

KEY PERFORMANCE INDICATORS FOR THIS POSITION:

- A conversion rate from interested Youth Leaders to Gospel Advancing Leaders, and Gospel Advancing Leaders progressing in their journey.
- Existing Gospel Advancing Leaders joining a Gospel Advancing Network and the creation of new Gospel Advancing Networks.
- Meet or exceed weekly outbound call standards, logging all activities in Salesforce.
- Follow up all voice mail, email, and web chat engagements within 1 business day.

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KEY OUTCOMES

- Gospel Advancing Leaders in every community in North America.
- Gospel Advancing Networks in every community in North America.

The applicant chosen for this position must fully concur with the Dare 2 Share Ministries (D2S) “Statement of Faith”, must fully support the expressed purpose of D2S, must be prepared to exercise and model the core values expressed by the ministry, and must agree to abide in all respects with the D2S code of conduct for event participation.