



Vice President – Ministry Advancement

Location: Houston, TX

Type: Full-Time

Position Summary

*The Vice President – Ministry Advancement (“VPMA”) is responsible for the overall management of their assigned portfolio within the ministry-wide major gifts program. The VPMA will work collaboratively with the President, the VP of Development, and other MGOs to develop and implement strategies for specific major donor relationships in the greater Houston area in order to achieve the mission and goals of East-West Ministries International. In this critical position, the VPMA’s effectiveness is measured by the completion of weekly donor engagement goals and the achievement of annual monetary gift goals. * This will be accomplished by collaboratively developing and executing an integrated strategy for raising ministry funds by cultivating authentic relationships with existing and new major donors. This individual will faithfully steward a portfolio of assigned donor relationships in order to increase revenues, as well as utilize other creative means to raise both awareness and funds for the ministry. The VPMA will utilize innovative and pioneering approaches to fundraising, based on sound, biblical fundraising principles and best practices that fit the culture and philosophy of East-West. This work will be done in collaboration with the Development Team to ensure consistent messaging to external partners in order to effectively represent the vision and mission of East-West Ministries.*

As an ambassador of faith in Christ and rooted in Biblical principles, the Vice President of Ministry Advancement will actively minister to EW leadership, staff, partners and the community in a manner that exhibits Christ-character through personal and corporate spiritual disciplines.

**To be determined annually in collaboration with their direct supervisor*

Education and Experience

- BA degree or equivalent experience required, preferably within discipline
- 5-10 years minimum experience working in a similar role, required
- Uphold a close and growing relationship with Jesus Christ
- Demonstrates a healthy, growing spiritual life, including a servant attitude toward leadership responsibilities

Skills, Abilities, Qualifications

- Extensive nonprofit development experience required
- Major gift program experience required
- Demonstrated success in major gift solicitation with a history of acquiring significant gifts
- Familiarity with Affinaquest and/or Salesforce database is a plus
- Prior missions experience is a plus
- Self-starter with excellent time-management skills and a strong work ethic

- Ability to hold him/her accountable and balance multiple priorities and relationships with excellence and authenticity
- Proficiency in Microsoft Excel, MS Office and Outlook and other standard office software
- Demonstrated ability to meet financial goals for major gift giving
- Demonstrated ability to persuade others
- Attention to detail and strong project management skills
- Ability to work as part of a team
- Ability to inspire, encourage, and motivate individuals and groups through a compelling presentation style, coupled with a seasoned, professional/executive presence
- Create community and motivate and foster major donor ownership and “buy-in” into the work of East-West
- High level of understanding of the ministry activities and strategies on the field and be able to effectively communicate field vision and needs with current and potential donors
- Clearly demonstrated in his/her past the ability to develop long-term, mutually beneficial major donor relationships
- Ability to develop and sustain relationships that bind major donors to the organization

Mission Alignment

- All East-West Ministries International employees will:
- Maintain a firm commitment to East-West’s vision, mission, values, Statement of Faith and beliefs
- Display a growing and mature faith in Jesus Christ

For more information please contact Joanna at JWithers@eastwest.org. To be considered for the position, please complete an online application at: www.eastwest.org/aboutus/employment/operations