



Opportunity Profile

BUSINESS DEVELOPMENT LEAD - ONTARIO
THE GREAT COMMISSION FOUNDATION

EXECUTIVE SUMMARY

The Great Commission Foundation (GCF) is looking for a collaborative and relational networker to join their team as Business Development Lead - Ontario.

The Business Development Lead - Ontario loves ministry and is GCF's ambassador to Eastern Canada. You work to connect with individuals, projects, charities and non-profits to build relationships and share the benefits of working with the GCF to help fulfill the Great Commission of Jesus Christ. GCF believes that the fulfillment of the Great Commission is done better together so you will be tasked with facilitating and promoting a message and culture of working with other charities, non-profits, individuals and projects with the same core goals: the relief of poverty, the furtherance of education and the advancement of the Christian faith.

If you are a self-starter and team player gifted in business development, and are passionate about making new connections to further God's call on our lives, we would love to hear from you!



POSITION SUMMARY



As the Business Development Lead - Ontario, you will find, engage and identify potential agents for GCF through networking. You will work closely with the Applications Department Lead, who brings on new agents to work together to fulfill the Great Commission. You will collaborate and compliment the work of the Friends of the Great Commission (FGC) Business Development Lead to promote the growth and advancement of both organizations.

You believe GCF can help ministries thrive and are driven and motivated by that passion, resulting in active prospecting, networking and problem-solving. You are responsible for leading and running the business development cycle. You interact with ministry and key opinion leaders, gain referrals from them and form strong, trusted relationships that open doors and expand GCF's reach and support. You also identify and participate in mission-type conferences to engage with new and current agents. In due course, you will be instrumental in supporting the President in establishing and starting up an Eastern Canada office.



OUR STORY

The Great Commission Foundation (GCF) is a team of skilled administrative and accounting personnel dedicated to using their talents and expertise to enable people to follow God's calling to fulfill the Great Commission of Jesus Christ. GCF is registered with the Canada Revenue Agency to do charitable work.

GCF works exclusively with Christian ministries and projects in a dynamic and cooperative relationship. Ministries and projects engage in outreach activities and provide on-site personnel on the mission field, while GCF provides essential administrative and accounting expertise. GCF enables agents (ministry leaders) to focus on the ministry work to which God has called them.



OUR VISION

To fulfill the Great Commission through collaboration.

OUR MISSION

To simplify ministry and mission by providing donor, administrative and compliance expertise.

KEY RESPONSIBILITIES

- Actively build connections with organizations, individuals, projects, non-profits, charities and churches to identify potential agents for GCF.
- Identify and engage fruitful networks, associations, organizations and conferences to further GCF's awareness and grow its profile in Eastern Canada.
- Effectively present the purpose of GCF, expressing the benefits of working together in a positive and persuasive way.
- Liaise with the GCF Head Office to gain understanding of GCF/FGC procedures to ensure an excellent onboarding experience for new agents.
- Attend Leadership Team meetings and represent growth development initiatives and activities.
- Foster and maintain a constructive and harmonious relationship with other staff members and teams based on mutual trust, respect, honesty and openness; eventually transfer the culture to a newly established Ontario Office.
- Identify growth areas and develop growth strategies; collaborating with Head Office staff when necessary to implement new strategies for retention and growth.





- Interact regularly with the President as well as other Head Office staff members to maintain a high level of engagement and gain understanding of GCF procedures.
- Self-manage and actively work with the GCF team to build up the agents supported by GCF; through referrals from current agents to attending conferences, to other creative and innovative business development channels.
- Communicate and build trusted relationships with Head Office staff and existing agents while actively listening for opportunities to help, serve and improve.
- Collaborate and liaise with Marketing to develop and implement appropriate communications and messaging.
- Identify, prepare for, travel to, attend and work at North American conferences that would benefit GCF.
- Support and collaborate with the GCF President in establishing, starting up and managing an office in Ontario when the time is right.

CORE COMPETENCIES

- Excellent networking skills.
- Able to work well under pressure, both independently and in team settings.
- Excellent decision-making and judgement.
- Effective planning, organization and prioritization skills.
- Accountability and dependability.
- Excellent verbal and written communication skills.
- An active listener who seeks to understand.
- Customer focused and relational.
- Excellent computer skills including MS Office products.
- Critical thinking and problem-solving abilities.



QUALIFICATIONS

- A passion for and genuine interest in serving and advancing ministry and charities.
- 7+ years' experience in sales, customer service or vendor management.
- A minimum of 3 years' direct sales and development experience.
- BA in Business or related field; sales or marketing background, preferred.
- Sales training certification, welcomed.
- Strong computer skills with a focus on presentations, video conferencing and online communication. Experience with CRM databases.
- Demonstrated experience in business development with measurable results.
- Experience in business process and/or business optimization; ideally having worked or been exposed to the administrative and accounting functions of an organization.
- An understanding of the complexities and pain points of administrative and accounting functions in a charitable organization, preferred.
- Ability to work well independently and act entrepreneurially while engaging with and reporting to the Head Office.
- Prior experience establishing or running an office in a new territory is an asset.
- Agreement with the Statement of Faith and Code of Conduct of GCF and aligned with the vision and mission of the organization.
- Able to travel for relationship building, conferences and collaborating with the Head Office.

OUR SEARCH TEAM



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JEFF PITCHFORD LEADING THE SEARCH

Jeff is an accomplished Senior Executive, with over 25 years of leadership experience across the chemical manufacturing and food processing industries. He wears many hats including Business Consultant, Executive Coach, Board Member, Forum Chair and Birkman Certified Professional. Jeff specializes in leadership development and team-based business success. He is passionate about developing leaders and building high performance teams.



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KEITH KNIGHT SUPPORTING THE SEARCH

Keith has a long career in leadership development, communications and marketing. Over the past decade he served as Executive Director of the Canadian Christian Business Federation, a national network of Christian business and professional leaders. He inherited a small group of business leaders consisting of seven chapters in southern Ontario and grew the organization into a national network of 70 chapters with a database of 6,500 business and professional leaders, including about 80 Christian non-profits.



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RYAN FERNANDES SUPPORTING THE SEARCH

Ryan brings over 15 years of progressive financial, people and global leadership experience across a broad spectrum of Fortune 500, private equity and private businesses ranging from CPG, automotive, food and beverage, and supplements. Having been both a candidate and a hiring manager with several executive recruiters, Ryan has the perspective to help a client clearly articulate their needs and wants as well as identifying a candidate who will excel in the role.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline for this search:

Location: Southern Ontario

Application Deadline: February 28, 2023

Short List Interviews: March 2023

Hire Date: April 2023

HOW TO APPLY

Please forward a PDF of your resume and cover letter to info@nelsonandkraft.com.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

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Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.