



World Team

Donor Developer

*Location: Remote (Canada) | Reports To: Executive Director
Time Commitment: 20 hours/week*

About World Team Canada

World Team Canada exists to glorify God by working together to establish reproducing churches focusing on the unreached peoples of the world. We equip and send missionaries, mobilize the Church in Canada, and serve our partners around the globe. Every member of our team—staff, missionaries, and supporters—plays a vital role in advancing this mission.

Position Summary

The Donor Developer –will play a key role in cultivating and stewarding generous partnerships that help advance the global mission of World Team Canada. This part-time role focuses on developing relationships with donors interested in legacy giving. The ideal candidate is both relational and strategic, combining a heart for missions with strong communication and writing skills.

Our goal is for the Donor Developer to:

- Deepen relationships with existing donors (Retaining donors yields far higher long-term returns than acquiring new ones).
- Increase donor retention and giving levels.
- Establish a structured planned giving program.
- Build long-term financial resilience for World Team Canada.

The position is designed as a **three-year strategic investment** expected to generate **3–5× return** by Year 3–5, consistent with industry norms in donor development.

Key Responsibilities

Donor Development & Planned Giving (60%)

- Cultivate and deepen relationships with donors through personal contact, updates, and appreciation.
- Develop and implement a simple planned giving program to encourage legacy gifts and long-term support.
- Meet with current and prospective donors to explore partnership opportunities that align with their passions and World Team's priorities.
- Maintain accurate donor records and relationship notes in Donor Perfect.

Fundraising Campaign Strategy/Management (30%)

- Work with the Executive Director/and or Board of Directors to help plan giving campaigns that align with approved ministry plans. Monitor the effectiveness of campaigns and work to see them successfully meet the giving goals.
- Work effectively with the Communication team and donor services personnel so that our messages are aligned and on point.

Collaboration & Administration (10%)

- Work closely with the Executive Director, Donor Services and Communications Team to ensure consistent messaging and reporting.
- Participate in World Team Canada staff meetings, prayer times, and ministry events as appropriate.

Qualifications

- A committed follower of Jesus Christ who aligns with the World Team Statement of Faith and mission.
- Proven experience in donor relations, fundraising, or planned giving, (non-profit or ministry setting preferred).
- Excellent written, verbal, and interpersonal communication skills.
- Self-motivated, organized, and able to work independently in a remote environment.
- Proficiency with donor management software (Donor Perfect) a plus.
- Bachelor's degree or equivalent experience in fundraising, communications, business, or a related field.

Compensation & Commitment

- Part-Time: 15–20 hours per week
- Location: Remote within Canada
- Compensation: Commensurate with experience and non-profit standards

Join Us

If you are passionate about helping others invest in eternal impact through missions, we'd love to hear from you. Apply by sending an email to Keith.Wiederwax@WorldTeam.org Learn more: <https://ca.worldteam.org>