

Trans World Radio Canada

Position Description

**Title:**

Discipleship Essentials Partnership Development Director

Effective Date:

February 2023

Scope:

The Discipleship Essentials partnership development director is a relationally-focused person who thrives when helping others succeed. They have a passion for helping the global Church disciple believers more effectively, particularly through a small group model.

Discipleship Essentials is a library of resources* offered at no cost to those with a passion for discipleship. It's available in more than 15 languages, and includes audio, video and text study resources. The director is responsible for raising awareness and increasing the use of Discipleship Essentials through building and strengthening partnerships with likeminded organizations and individuals. They are also responsible for developing a long-term sustainable funding model.

Accountabilities, Reports and Team Membership:

Accountable to: President

Works closely with: Ministry Development, Communications and Fundraising teams

Member of: Discipleship Essentials Leadership Team

Responsibilities:***Networking, Awareness and Partner Identification (30%)***

The director will attend various regional and global ministry events each year. Through these events, as well as existing TWR Canada partnerships and the leader's own networks, the director will identify new opportunities for TWR Canada's discipleship media resources to enhance a partner's existing ministry in a meaningful, contextualized and sustainable way.

Examples of initial responsibilities: Attend relevant conferences including some of: Blue Med, Lausanne, WEA, GACX, EFC, EMDC, etc to build a contact network and learn about opportunities; connect with existing TWR Canada partners who are not yet using Discipleship Essentials.

Coaching & Training (30%)

The director will help existing and future partners creatively integrate Discipleship Essentials resources into their ministries and provide ongoing (long-term) mentoring or encouragement and prayer. They will also foster the development of an international network by connecting DE partners to each other for shared learning and training opportunities. The director is also responsible for providing training or coordinating training events where appropriate and applicable.

Examples of initial responsibilities: connect regularly with existing partners that are using Discipleship Essentials to understand the impact for their ministries; coordinate regular times of prayer and encouragement for those using DE.

Fundraising (20%)

Over the course of three years, the director will also expand our network of donors/financial partners to ensure long-term stability. This funding will cover primary operational and ongoing international project needs.

Examples of initial responsibilities: contribute to sustainability plan; work with the president and the fundraising team to identify funding opportunities that can be shared with donors; begin raising ministry or personal support funds; explore foundation opportunities.

Project Management Liaison (10%)

Each year, TWR Canada will accept applications for several one-time accelerator grants to help partners increase their impact. The director will coach partners through the application process and work with the Discipleship Essentials leadership team to select and fund those with the most impact and that meet TWR Canada's strategic priorities. They will work closely with the ministry development and communications teams for project management, reporting and evaluation of all projects and partnerships.

Examples of initial responsibilities: assist with the development of the application process and criteria; meet with related teams to understand internal processes.

Vision & Strategy (10%)

As a member of the DE Leadership team, the director will contribute to future vision, strategy, and direction for the Discipleship Essentials ministry, subject to the TWR Canada Strategic Plan. This may include the creation of new resources. If based in Canada, the leader may also assist with the development and implementation of our church engagement strategy.

Examples of initial responsibilities: develop a deep understanding of TWR Canada, Discipleship Essentials, the related strategic plan and specific ministry vision; be familiar with all components, themes and topics included in the Discipleship Essentials library of resources.

Since no job description can encompass all duties that may be required, we expect all TWR Canada team members to carry out other responsibilities from time to time that are broadly consistent with those listed in their position description.

***Discipleship Essentials resources include:**

- *Discipleship Essentials* (core 130+ lesson multi-component library of study materials)
- *Leadership Essentials: Small Groups* (12-week small group leader training workshop)
- *Come & See the Life of Jesus* (24-lesson Bible Study on the Gospel of John for those interested in who Jesus is)
- *Go & Tell the Life of Jesus* (24-lesson Bible Study on the Gospel of John to help people share with others who Jesus is)

Measurements of Success

The Discipleship Essentials Partnership Development Director will meet annual performance metrics and measurements of success. These measurements will include, but are not limited to:

- New partnerships initiated (3-5 in the first year; future years to be determined);
- Coaching, training and networking activities with existing partners (minimum of quarterly or monthly connections with each partner and semi-annual or quarterly DE network meetings);
- Fundraising for operational and project needs (reaching at least \$350,000 CAD annually within five years in partnership with the TWR Canada fundraising team);
- New partner-directed projects initiated and completed;
- Narrative and story-based impact evaluation.

Qualifications & Competencies:

General

- Has solid commitment to TWR's mission statement, doctrinal position and code of conduct;
- Respected by peers regarding personal integrity and spiritual walk with God;
- Displays a fervent heart and vision for world missions and, more specifically, discipleship;
- Able to passionately and positively communicate the ministry's values, direction, and impact.

Role-specific

- Demonstrated history of discipling individuals and training Christian believers;
- Experience successfully building, cultivating and stewarding new relationships (for example, partnership development, fundraising or sales) leading to measurable results;
- Able to communicate effectively in English (verbally and in writing) with current and potential partners and donors;
- Strong awareness of cultural differences and ability to connect authentically with all cultures;
- Confidence in small and large group presentations and training events;
- Ability to travel globally for a minimum of 75 days per year including weekends (up to 15 days per travel event);
- Previous experience meeting stewardship expectations with North American non-profit organizations is an asset.

The Organization:

TWR Canada was founded in 1973 and together with international partners, local churches and other ministries, TWR provides relevant programming, discipleship resources and dedicated workers to spread hope to individuals and communities around the globe. Whether using high-powered radio to reach people in the Middle East and Latin America, streaming content to Internet users in Asia and Europe or visiting face-to-face with listeners in Africa, TWR leaves a lasting spiritual footprint.

TWR Canada has a staff of more than 25 part-time and full-time employees across Canada, with the majority based in our London, Ontario office. In addition, many overseas missionaries and volunteers perform valuable work in the office, across the country, and on the mission field.