





Dear Prospective Candidate,

Thank you for your interest in Haggai International as we conduct this important search for our Advancement Department. Haggai International strives to give every person the opportunity to experience the Gospel through a relationship with someone who shares their own cultural background . . . no matter where they live, or what language they speak. By God's grace, over the last 53 years, we have equipped over 130,000 influential, indigenous leaders in Africa, Asia, Latin America, and the Middle East to demonstrate and present the Gospel of Jesus to people within their circles of influence.

I invite you to read this Opportunity Profile, and if you resonate with our mission and feel called to begin the discovery process with us or know someone who might be interested, please review the Process of Candidacy section.

If you have any questions, please contact the office of Tommy Thomas via phone (615-261-4623) or email (tthomas@jobfitmatters.com), the JobfitMatters executive search consultant assisting Haggai International in this search.

Thank you again for your interest in Haggai International, and for your thoughtful prayer and consideration.

For the Gospel,

Dr. Bev Williams

CHIEF EXECUTIVE OFFICER

Haggai International

THE REALITY

There are

THOUSAND languages spoken

bv the

BILLION
people to whom
our world is home.

Of those 7.6 billion,

BILLION
have not heard
the Gospel.

We are a global community of leaders in 189 NATIONS who are committed to ending Gospel poverty.

Gospel poverty exists wherever people lack the opportunity to hear and respond to the Good News of Jesus Christ. At Haggai International, we believe that Gospel poverty is one of the greatest injustices in the world today. We strive to give every person the opportunity to experience the Gospel through a relationship with someone who shares their own cultural background ... no matter where they live or what language they speak.

OUR VISION IS SIMPLE

Our vision is to see every nation redeemed and transformed through the Gospel of Jesus Christ.

Only Jesus can bring true, life-changing transformation. The reality is, the world is broken, and too many people are living without the hope or knowledge of God's love and forgiveness.

In fact, 1 in 4 individuals have never heard the Gospel.

There is only one answer — reconciliation to God and to each other through Jesus Christ. There is no shortcut, no easy way. Governments cannot bring peace. Education cannot bring salvation. Business and industry cannot bring healing. Psychology and sociology cannot bring joy. Only Jesus can bring reconciliation to the world.

OUR MISSION IS UNIQUE

Our mission is to equip and inspire strategically positioned leaders to more effectively demonstrate and present the Gospel of Jesus

Christ and to prepare others to do the same.

At the core of our mission are strategically positioned leaders who are multiplying their influence with one purpose in mind — to end Gospel poverty.

Like you, the leaders we equip believe that Jesus is the difference the world needs. Together, we believe the Gospel in action not only transforms lives but also builds thriving communities where real needs are met and where justice prevails.

OUR APPROACH IS STRATEGIC

We work with locally engaged, strategically positioned leaders who are most effective in reaching their own nations with the Gospel.

We believe:

- ► Strategically positioned, influential leaders are catalysts for local people experiencing life change, community transformation, and nations being redeemed.
- ► Leaders need equipping and encouraging to achieve exponential impact and sustainable momentum.
- ➤ Therefore, we **select**, **equip**, and **inspire** men and women leaders living in non-Western countries to impact their communities and nations with the Gospel. They do this by demonstrating and presenting Jesus in the arenas in which they work business, government, medicine, education, and ministry. For over 53 years, we have seen that when we provide the place, the guidance, the tools, and the opportunity . . . God moves. Our leaders come away from our equipping forever changed with an expanded vision to reach their nations like never before.



OUR MODEL IS CATALYTIC

We SELECT, EQUIP, MULTIPLY, and ENCOURAGE difference makers all across the globe.



SELECT

Strategically positioned, influential leaders are selected to attend the Haggai Leader Experience, either virtually or inperson.

Our Regional
Representatives
around the world
select spiritually
mature leaders from
Africa, Asia, Latin
America, and the
Middle East:

- ▶ Ages 30-50.
- ➤ 75% are marketplace leaders across many professions.
- ➤ 25% are church planters, pastors, or ministry leaders.



EQUIP

Leaders are immersed in the life-changing, transformational Haggai Leader Experience.

- ► Leaders are equipped with tools and techniques to effectively demonstrate and present the Gospel by successful and internationally recognized non-Western faculty.
- ▶ Equipping occurs in-person in four locations around the world or virtually, and in four of the mostly commonly spoken languages, including English, Spanish, Mandarin, and Arabic.
- ► The equipping experience is a multi-week immersive process.



MULTIPLY

Haggai leaders come away from equipping better prepared to live out God's expanded vision for their lives in their nations.

- ► The Gospel is advanced through equipped and empowered leaders as they demonstrate and present the Gospel, while preparing 100+ other leaders to do the same in their own nations.
- ► Though leaders are challenged to multiply by equipping 100 more, they are equipping 251 leaders on average in the first two years alone.
- ► They work within their own nations and cultures, and in their own languages.



ENCOURAGE

Haggai leaders are encouraged and supported in their ongoing work to advance the Gospel.

They experience extended learning opportunities, share best practices, and celebrate goal accomplishments through:

- Connect2Leader (password protected digital learning platform).
- ▶ Social media groups.
- ► Haggai Leader Summits held across the world.
- ➤ Self-funded and selforganizing Haggai National Ministry Associations that hold seminars for ongoing support in the field.

OVER 130,000

strategically positioned leaders have been equipped in 189 nations.

For more information about Haggai International and stories of Haggai leader alumni, please visit the website: www.Haggai-International.org.



OUR Culture

Haggai International strives to provide a transformational work experience. High standards are embraced regarding the following:

PERFORMANCE

➤ Excellence — Constantly strive for the highest standards; achieve continuous improvement in personal performance; optimize resources; and strive to be the "best."

RELATIONSHIPS

- ► Communication Clear and concise, keeping others informed.
- ► Leadership Practice leadership by taking responsibility; set an example for those around them; act proactively; anticipate change; and act consistently with the vision and mission of Haggai International.
- ► Teamwork Maintain good relationships with others; listen and provide helpful feedback; show courtesy and respect; walk in humility, empathy, and understanding; and graciously give credit to others when it is due.

► Accountability — Act as a steward of resources entrusted by God; take responsibility for one's own actions; always be open and authentic in relationships; and graciously accept constructive feedback, when warranted.

CHARACTER

- ➤ Attitude Motivated by a determination to glorify God; exercise leadership and discipline over one's own actions and habits of thought; fully embrace the vision of the organization; and look to the future with faith, hope, and courage.
- ► Integrity Center one's thinking on the highest moral principles as defined by the Bible; keep thoughts and actions consistent; and aim to fulfill the highest hopes and expectations of one's peers.
- ➤ Commitment Diligent in all responsibilities and deliver on every goal set, even if it makes demands on energy and time.



THE POSITION

Haggai International has an immediate opening for an Advancement Director serving the East Coast.

ROLE AND RESPONSIBILITIES

- ▶ Reports to the Chief Development Officer
- ▶ Effectively collaborate with senior leaders to identify prospective major financial partners with a giving range from \$12K to \$1M annually, and planned gifts from Haggai International's donor database and other networks.
- ► Travel to cultivate, solicit, and steward relationships, approximately 40% of time and 150 in-person visits per year.
- Actively participate in developing and customizing Haggai International's case statement and corresponding financial partner materials and proposals.
- ► Keep thorough constituent records and create weekly reports to accurately reflect portfolio activity, updates, and performance evaluation data.
- ► Creatively honor and show ministry appreciation for and impact of major financial partner generosity. Engage financial partners in a transformational giving experience that blesses them as they are involved in Haggai International.
- Develop proficiency in Raiser's Edge NXT donor data base platform.
- Maintain a current working knowledge of fundraising best practices, including major gifts, endowments, non-cash asset gifts, and planned giving.
- ► Build networks and effectively prospect for new ministry partners.

QUALIFICATIONS

- ▶ Bachelor's Degree.
- ▶ 7-10 years of demonstrated and verifiable success in raising major gifts for a nonprofit (preferably evangelical ministry). Proven record of building donor relationships that result in annual gifts at \$25K and higher levels.
- ► Highly relational and can relate effectively in a variety of settings (one-on-one, small group, church setting, etc.)
- Motivated to network socially and have a call and passion for building relationships and ministering to people and families who might have a strong interest in the work of Haggai International.
- ► High energy level and a readiness to take on significant growth and change. Reputation should be noted for servant leadership, integrity, and grace under stress.
- Strategic thinker who can develop and work a plan that gives maximum exposure to relational opportunities; Motivated by measurable outcomes.
- ► Strong communicator: Excellent written, listening, and verbal communication skills.



THE PROCESS

of Candidacy

If, after reading this Opportunity Profile, you sense that the gifts and experiences God has given you are a good match for the mission and vision of Haggai International, we invite you to begin the inquiry process.

We manage all candidate information and conversations confidentially. You may directly contact the executive recruiter listed below at any stage of the process to get more information and to ask questions.

RESUMÉ

Submit a current resumé as a PDF that addresses the following for *at least the past ten years* of your fundraising experience:

- ► Employer/Job Title.
- ▶ Position to which you reported.
- ► Number of peers or co-workers with similar responsibilities.
- ➤ What is the total amount of money raised by the organization(s)?
- ➤ What was the emphasis of your experience (annual fund, major gifts, capital campaign, deferred giving, gifts in kind, etc.)?
- ► Of this amount, what is the total amount that you personally raised?
- ► Number of gifts you personally generated that were > \$5,000.
- ► Number of gifts you personally generated that were from \$25,000 to \$50,000.
- ► Which donor management platform did you use? What is your level of proficiency with this platform?

RESPONSES

In order to help us get a more complete picture of you and your interest in Haggai, please provide us with responses to the following questions.

- 1. Tell us about your faith: how you came to know Christ; something about your journey with Him; your current walk with Christ; and how your relationship with Him has affected your career. Also incorporate any involvement you have had with your local church, and/or other parachurch ministries.
- 2. Based upon what you have learned about this position from this document and any other sources, what excites you most about this position? What is your greatest apprehension?

REFERENCES

Please provide the names and contact information (telephone numbers and e-mail addresses) for four references who know you and your career well enough to comment on your effectiveness and suitability as the Advancement Director, East Coast for Haggai International.

(References will only be contacted after we have requested and received your permission to do so.)

Submit this information in one Word document or pdf to:

Tommy Thomas

JobfitMatters Executive Search

resumes@jobfitmatters.com

In the subject line, please write: "Haggai AD"

Phone: (615) 261-4623

