

SENIOR PROSPECT  
RESEARCHER

OPPORTUNITY  
*profile*

TOGETHER, WE CAN  
END GOSPEL POVERTY



HAGGAI  
INTERNATIONAL



*Greetings*  
from

**DR. BEV WILLIAMS, CEO**

Dear Prospective Candidate,

Thank you for your interest in Haggai International as we conduct this important search for a Senior Prospect Researcher to join the Advancement Team. Haggai International equips strategically positioned, influential leaders to reach individuals in their nations with the Gospel, while using their influence to impact business, government and law, media, education, churches, and NGOs. Over the last 54 years, we have equipped more than 135,000 high-level, indigenous leaders in Africa, Asia, Latin America, and the Middle East in 189 nations.

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 [OurFundraisingSearch@Gmail.com](mailto:OurFundraisingSearch@Gmail.com).

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  
**6.3**  
**THOUSAND**  
languages spoken

by the  
**7.6**  
**BILLION**  
people to whom  
our world is home.

Of those 7.6 billion,  
**2.2**  
**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; where entire countries, institutions, and cultures lack foundational Christian influence or authority; where concerns about issues of justice and human rights are significant; and where those who are Christian face discrimination or even persecution. At Haggai International, we believe in the power of the Gospel to transform individuals, communities, and nations through indigenous leaders who see the need and have a vision for ending Gospel poverty in their nations. Through these leaders 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 has 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 see their nation redeemed and transformed through the Gospel of Jesus Christ.

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 54 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.

## 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 in-person.*

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 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 Good News, 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 on-going 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 self-organized Haggai national ministries that hold seminars for ongoing support in the field.

**OVER 135,000** 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](http://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

## ROLE AND RESPONSIBILITIES

The Senior Prospect Researcher employs techniques to provide insight about donors' and prospects' personal backgrounds, past giving history, wealth indicators, and philanthropic motivations to evaluate a donor's/prospect's ability to give (capacity), willingness to give (propensity), and potential interest in giving to our cause/organization (affinity).

### Prospect Research

- ▶ Perform research in response to Advancement Director and Haggai leadership requests including but not limited to preliminary ratings/capacity assessments, in-depth wealth assessments and capacity assessments, prospect biographical information, and network(s) identification.
- ▶ Produce written profiles which clearly and accurately synthesize information from multiple sources in a clear and coherent manner.
- ▶ Perform proactive research or prospecting to identify new potential prospects both from within the database through database queries and wealth screening activities as well as from outside the organization's natural constituency (unaffiliated) through identifying individuals/organizations with relationships to existing constituents which can be leveraged; identifying like-minded individuals/organizations; and identifying points of connection by monitoring news stories, Google/Advanced research techniques, daily news screenings, and/or push technology/alerts.
- ▶ Validate and evaluate discoveries and present qualified prospects to Advancement staff to determine appropriate assignments

### Relationship and Information Management

- ▶ Enter in the database and evaluate all new prospects identified by Advancement directors.
- ▶ Utilize news alerts and push technologies for key constituents.
- ▶ Assist in the development and maintenance of a capacity rating methodology customized to organizational needs and resources. Document the rating system and train Advancement staff on understanding and using the research capacity ratings for prospect prioritization and strategic planning.
- ▶ Record all research information in the database in a consistent and uniform manner.
- ▶ Review all Advancement Director's contact reports to extract and record in the database any new prospect data.

### Prospect Management

- ▶ Summarize key findings and make actionable recommendations to appear prominently.
- ▶ Employ knowledge of moves management concepts, including basic donor solicitation cycle stages and expectation for activity at each stage to provide appropriate support to the Advancement Team in each stage.
- ▶ Support Advancement Directors in capturing moves data (review contact report prospect strategy meetings, etc.).
- ▶ Assist in the development of a process for the discovery and management of a new prospects pipeline in the database.

## THE POSITION

### PREFERRED EXPERIENCE

#### Qualifications & Skills

- ▶ Personal characteristics: Curious, logical, detail-oriented.
- ▶ Minimum 2-3 years' experience in prospect research.
- ▶ Knowledge of prospect research ethics (APRA).
- ▶ Experience with relational databases; Blackbaud Raiser's Edge a plus.
- ▶ Strong qualitative and quantitative analytical and research skills. Advanced proficiency in conducting donor research and identifying prospects, with experience recognizing and assessing wealth indicators and giving capacity.
- ▶ Intermediate proficiency in locating relevant information in a variety of formats,

including: digital, print copy, telephone calls, conversations with staff and volunteers, and consolidating it in a well-organized report format.

- ▶ Successful clearance of a background check.

#### Education

- ▶ High school diploma or equivalent required; Bachelor's degree preferred.

### ADDITIONAL INFORMATION

- ▶ Contract Type: Full-Time
- ▶ Location: Atlanta
- ▶ Experience: > 3 years
- ▶ Possible full remote

# THE PROCESS *of Candidacy*

If, after reading this Opportunity Profile and seeing the accompanying video, you feel that the gifts and experience God has given you are aligned with the mission and vision of Haggai International, we invite you to begin the inquiry process. In order to apply for this position, please submit your resumé, responses, and references to [OurFundraisingSearch@Gmail.com](mailto:OurFundraisingSearch@Gmail.com).

No phone calls or visits, please. If you have application questions, please email them to [ourfundraisingsearch@gmail.com](mailto:ourfundraisingsearch@gmail.com).

## RESUMÉ

For at least the past three years of your career, address the following:

- ▶ Employer/Dates Employed.
- ▶ Position.
- ▶ Primary responsibilities — particularly those that approximate the responsibilities and experience needed for this role.
- ▶ Direct reports.
- ▶ Total revenue generated by the Development/Advancement Team.
- ▶ List additional employment with Employer/ Dates Employed/Position.

## ***Equal Employment Opportunity***

*In order to provide equal employment and advancement opportunities to all individuals, employment decisions at Haggai will be based on merit, qualifications, and abilities without regard to race, color, sex, national origin, age, disability, veteran's status, or other category protected by law.*

## RESPONSES

To help us gain a more complete picture of you and your interest in Haggai International please provide responses to the following:

1. Describe your faith journey, devotional life, and involvement in your local church.
2. Based on the Haggai International website, this document, and other sources, what attracts you to this position?
3. What questions and/or apprehensions do you have?

## REFERENCES

Provide the names and contact information (telephone numbers and email addresses) for four references who know you and your career well enough to comment on your suitability for this role. References will be contacted only after requesting and receiving your permission to do so. We will also check secondary and tertiary references.

***Submit your application materials in a PDF file to:***

[OurFundraisingSearch@Gmail.com](mailto:OurFundraisingSearch@Gmail.com).

Put "Haggai Senior Prospect Researcher" in the subject line.