Dare 2 Share Ministries
Job Description: Ministry Advocate

DIVISION/DEPARTMENT: Ministry Advancement/ Events

REPORTS TO: Director of Events

LOCATION: Denver (Wheat Ridge)

TYPE OF POSITION: þ Full-time o Part-time o Volunteer o Contract

HOURS OF WORK: 40 hrs (non-exempt)

PAY RATE: TBD - $20 - $24 an hour

TRAVEL: As needed.

INTRODUCTORY PERIOD: 90 Days

THE MINISTRY ADVANCEMENT DIVISION'S PURPOSE

To activate leaders around the world with a special emphasis in North America through involvement with Dare 2 Share programs and resources so that they lead a Gospel Advancing ministry and join or create Gospel Advancing networks to accelerate the Gospel Advancing movement.

POSITION SUMMARY

The Ministry Advocate (MA) builds relationships with youth leaders in North America who are interested in Gospel Advancing (GA) ministry and Dare 2 Share's events. The MA serves them by providing strategic next steps, product and service information, resolving any related problems, and explaining the multiplying effect of a network of like-minded leaders while identifying networking needs in the leader's geographical area.

To be successful, the MA approaches each conversation relationally and with a clear understanding of the leader's needs. This person must communicate well, solve problems effectively, and pursue meaningful conversations with new, existing, and potential leaders. The role also requires strong knowledge of GA ministry, youth ministry culture, and Dare 2 Share training and resources.

TYPICAL DUTIES AND RESPONSIBILITIES:

Leader Engagement (70%)

- Clearly articulate the GA movement and explain how Dare 2 Share events, resources, and training help leaders take deeper next steps in GA ministry.
- Intentionally create pathways for leaders to become more engaged in GA efforts and events.
- Proactively pursue leaders pre- and post-event to help them move forward in their GA journey.
- Utilize an array of communication channels to connect with youth leaders, with the end-goal of engaging them verbally over the phone.
- Communicate trends, challenges, opportunities, and leader feedback gathered through relational engagement to internal teams.
- Recognize when Gospel Advancing leaders are ready to move to the next stage in their journey and hand them off to a Mobilization Specialist for ongoing follow-up and development.

CRM System (20%)

- Utilize CRM tools to identify leader engagement trends.
- Leverage Salesforce tools and reporting to improve stewardship and follow-up effectiveness.
- Follow Salesforce policies and procedures to accurately record leader engagement activities and keep lead, contact, and account information up to date.

General (10%)

- Manage regular workload effectively, using systems and calendars to meet objectives.
- Attend weekly check-in, divisional, and ministry meetings as well as chapel.
- Travel to training events if/when required. Travel would be minimal.

COMPETENCIES REQUIRED:

- Personal familiarity with the Gospel Advancing philosophy and Dare 2 Share Ministries' resources, training, and events.
- Excellent verbal and written communication with solid problem-solving skills.
- Youth leaders focus and the ability to interact with youth leaders professionally.
- Must have a track record of regular, predictable attendance, as well as excellent time management and multitasking skills in a fast-paced work environment.
- Salesforce experience is helpful along with knowledge of Microsoft Word, Excel, and Outlook.
- Working knowledge of youth ministry culture, both nationally and internationally.
- A bachelor's degree is helpful.

KEY PERFORMANCE INDICATORS FOR THIS POSITION:

- A conversion rate of Gospel Advancing leaders progressing in their journey.
- Meet or exceed weekly outbound call standards, logging all activities in Salesforce.
- Capture and cascade ministry impact stories, leader successes, and network growth stories.
- All voicemails and emails are followed up within one business day

KEY OUTCOMES

- Gospel Advancing leaders in every community in North America.

The applicant chosen for this position must fully concur with Dare 2 Share Ministries' Statement of Faith, fully support the ministry's expressed purpose, model the ministry's core values, and agree to abide by the Dare 2 Share code of conduct for event participation.