



Chief Development Officer Opportunity Profile

Name: **Fortunate**
Country: **Botswana**

Thanks to the Lord, Who spoke to me through Carol at Global Media Outreach. She helped me through my worst moments. I confess that I could have been long-dead, because I had become suicidal; pain was what made me feel happy. I still can't believe what I had become! I was going down, and I doubt I would ever have found my way back up. I hope you have blessed many other souls. God works in many ways indeed!

Assisted by



GLOBAL MEDIA OUTREACH OVERVIEW

Every day millions of people are online and are open to spiritual transformation. People are seeking answers. But unlike in the past, when they may have consulted tribal elders, trusted authorities or religious leaders they are using their mobile phones or the Internet to seek spiritual guidance and hope. Global Media Outreach (GMO) meets people at their point of need to bring the Good News of Jesus to anyone with access to the World Wide Web. GMO began in 2004 with a site called **"Passion of the Christ"** and then created websites in multiple languages, and for different interest areas. Today GMO's strategy for evangelism and discipleship is accomplished in three unique ways: 1) Present the Gospel, 2) Disciple the People, 3) Connect new believers to the Christian communities in which they live.

Global Media Outreach (GMO) is a non-profit 501(c)(3) Internet ministry that was formed to present the good news of Jesus Christ online.

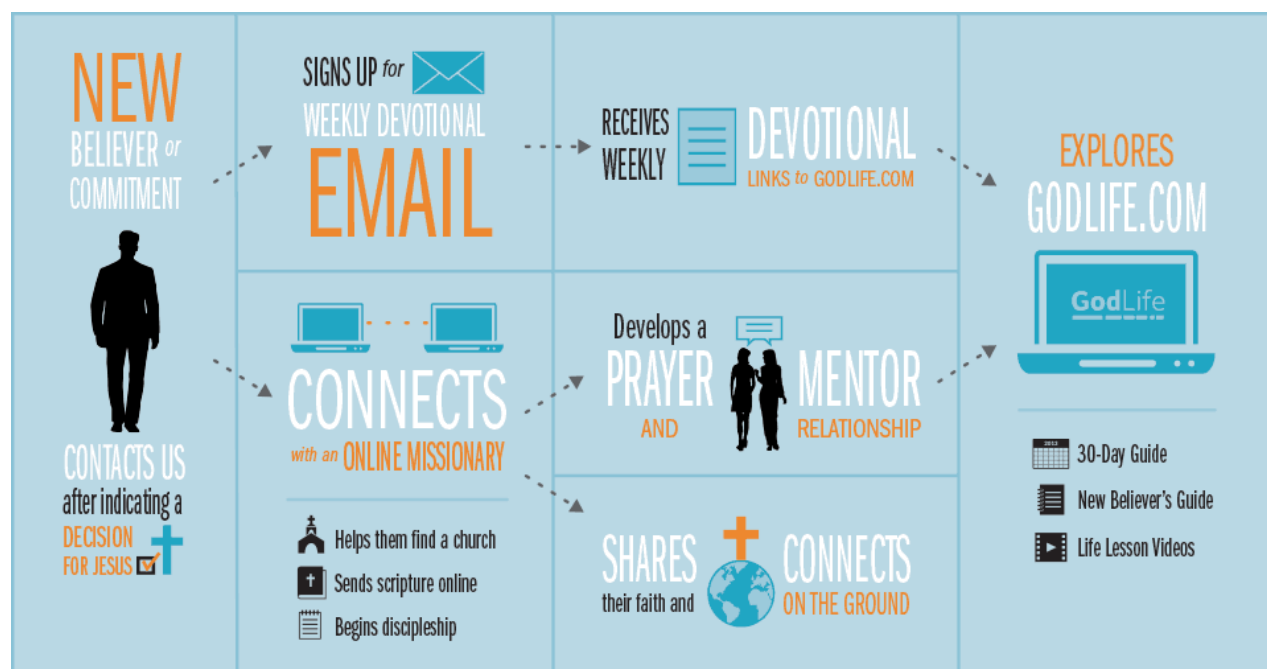
Evangelism –People face crises every day ... loneliness, addictions, suicide, abuse, divorce, hopelessness. Often, they seek spiritual help online. GMO ensures that every person on earth has multiple opportunities to know Jesus by positioning volunteer online missionaries to share the love of Christ in anonymous intimacy. The work of GMO begins when seekers find one of GMO's websites available in one of 26 major languages, perhaps by searching for help or seeing an ad that relates to their need. Here visitors discover the Gospel of Jesus Christ, which answers their deepest questions.

Response – Tens of thousands of people each day indicate decisions for Christ through GMO after experiencing the Gospel through text, video and audio. In 2004, GMO saw more than 21,000 people indicate a decision for Jesus and by 2014 had crossed the **135 million** decision mark. Through its unique response system, volunteers called *Online Missionaries* are able to reply quickly to the thousands of emails GMO receives daily. The system monitors and stores responses, then provides a tiered system for community leaders to manage the online missionaries in their "community." GMO creates a measureable, safe, anonymous environment for both visitors and responders to begin a personal connection and dialogue about God.

Currently, over 6,000 online missionaries follow up with the website visitors that request help. Whether someone has just made an indicated decision to accept Christ, re-dedicated their life to God or is a seeker having questions, GMO can provide prayer, guidance and discipleship through these online missionaries. Global Media Outreach educates online missionaries and trains them to meet the increasing requests for knowledge about God. The GMO system provides training and online resources for Online Missionaries to use when answering questions and the option to reassign contacts to someone who can better answer a question, if needed.



Discipleship - New believers can continue to learn about God online and about how to begin walking in their faith. GMO offers free Bibles, Scripture portions, discipleship apps, online Bible studies, links to local church communities and websites with next steps for the journey. GMO's discipleship offerings now include systematic studies through e-learning so that progress can be measured and tracked by the individual new believer. Each year, GMO conducts surveys of thousands of people six months after they make a decision to help track their spiritual growth. Results make it clear that spiritual growth and maturity is happening with these new and recommitting believers. GMO's "on the ground" progress includes connections with local churches and missions organizations.



The Church – The Online Missions Program provides an incredible opportunity for churches to extend their evangelism and missions programs to help fulfill the Great Commission. Seldom does a local church have the opportunity to reach this many people for Christ. As a result of their experience, Online Missionaries based in local churches have shared that they have grown in faith, prayer life and have more confidence to share the Good News with seekers in their immediate circle of influence. While the primary role of our church partners is discipleship, GMO offers churches the opportunity to participate in expanding the reach of their own evangelism ministry. Presenting the Gospel is only the first step. Connecting a new believer or someone who has recommitted his life to Christ, to a local church is key to helping that person grow as a Christian.

"We believe that our Lord desires to use the growing influence and power of the internet to share the Good News of Jesus Christ with men, women and young people around the world. We thank Him for the many contributions of Global Media Outreach to empower churches by involving their members to become actively engaged in helping to fulfill the Great Commission through the ministry of the Internet."

- Paul Cedar Chairman, Mission America Coalition

THE OPPORTUNITY

Position: Chief Development Officer

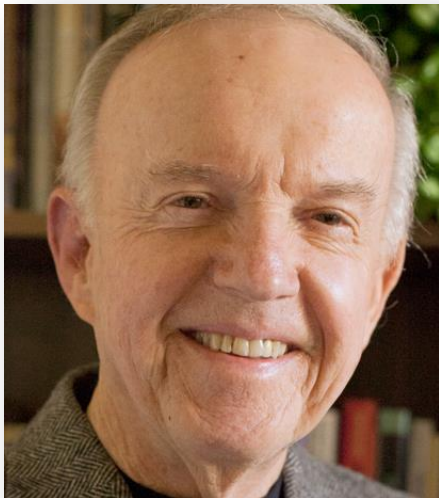
Location: Global Media Outreach Dallas, Texas (preferred)

The Chief Development Officer (CDO) will serve as a key member of the Global Media Outreach (GMO) Senior Leadership Team which includes the Chief Financial Officer, Dave Hammock and Executive Director, Michelle Diedrich under the visionary guidance of the Founder/CEO Walt Wilson. The CDO is responsible for mentoring, motivating and managing the current development team of four regional major gift professionals (and future additions) as a performing manager, leading the team in personal donor development and major gift cultivation.

The God-sized goal is to move the total of \$8M in current contributions back to \$10M by 2016 and to over \$13M by 2017. Every dollar now being raised allows at least twenty direct gospel presentations – so \$10M reaches over 200,000,000 each year with about 7-9% indicating a decision for Christ.

As the primary architect for the future resource development roadmap for Global Media Outreach, the CDO will evaluate the current model and implement improvements and redefine strategies and tactics for substantial future growth. The CDO will lead the development team and entire organization to establish the required infrastructure to maximize the effectiveness, efficiency and sustainability of a true multi-channel development approach.

The return on investment (ROI), in eternal terms of decisions for Christ (\$10M budget in 2013 yielded 30M registered decisions for Christ) is a message so compelling that the CDO will simply need to get the word out!



Founder's Vision

That by 2020 we will have raised \$300 M to accomplish a three point goal:

- 1-To present the gospel to everyone on the planet...move from reaching 1 million people per day to 3 million per day.
- 2-Have entry level discipleship...get all people indicating a decision for the Lord connected to an on online missionary.
- 3-Build the Church...pass all leads from online evangelism on to local churches.

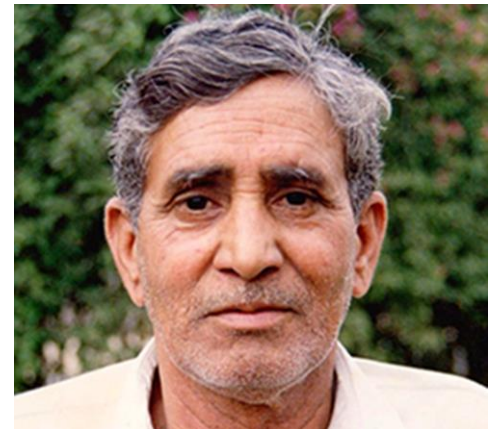
POSITION RESPONSIBILITIES

STRATEGY

- Serve as a key player on the Senior Leadership Team of Global Media Outreach.
- Lead the development of annual fundraising plans.
- Develop measurable ways to share the story of ministry impact and global response to our strategies.
- Develop and implement strategies to identify, cultivate, and solicit donors including individuals, partners, and foundations.
- Define process of donor recruitment and development process to identify, recruit and grow major donor base.
- Broaden donor network at every level through use of innovative technology and commitment to evolving relationship management tools.
- Work with the Founder and Board to motivate high potential donors to move from occasional or mid-level gifts to major partnerships.
- Nurture relationships with existing donors in order to maintain and grow support for GMO.
- Oversee the development of fundraising forecasts and goals and facilitate regular review of progress towards those goals.
- Oversee the planning and successful execution of fundraising events.
- Become an active online missionary.

MANAGEMENT

- Give assistance to the search and hiring process of new development personnel, beginning with North and South Central regional representatives.
- Lead as a spiritually mature teammate worthy of followership with humility, flexibility, creativity and analytical management skills to manage the development team.
- Mentor, motivate and model best practices providing vision, leadership, and overall management for the Development team on a daily basis.
- Take the initiative to share the vision and successes of the ministry in ways that motivate others to action on behalf of the ministry—communicate persuasively with internal and external stakeholders.
- Have an in-depth understanding of what each person on the development team is doing and how they are doing it, and holding those individuals accountable for agreed-upon outcomes.
- Keep Executive Director and CFO advised of results, both negative and positive, regarding donations and trending of donations.
- Work with the Marketing Manager to develop presentations, proposals and donor education materials.
- Oversee the utilization and reporting donor database (Salesforce.com).
- Staff the development team appropriately to achieve organizational goals.



Name: Unknown
Country: Afghanistan

"I love my Lord and I hope He accept me. Jesus Christ, I need you. I wish I can escape from my world and drop the 50 years I lived life as Muslim. I need you Jesus. I pray to receive Jesus for the first time."

Knowledge

- Planned giving tools and strategies.
- Effective team dynamics.
- Consultative sales concepts and strategies.
- Technology related to fundraising (CRM's) and web based communication. Knowledge of Salesforce.com a plus.
- Knowledge of current social media environment and methods useful to leverage relevant internal technology to acquire new customers, donors or partners.
- Experience managing a multi-million dollar major gifts portfolio a plus.
- Knowledge of current trends in professional financial services for high net-worth individuals or families. Knowledge of charitable giving trends, particularly in the areas of capital campaigns, major gifts and planned giving will be extremely beneficial.

Skills

- High awareness of the emotions of self and others... demonstrated through effective listening, attention to non-verbal cues, tact, patience, and courtesy commonly referred to as "EQ."
- Personal networking passion that yields meaningful and transparent relationships.
- Business acumen for accurate forecasting and effective resource management.
- Project management leadership, support and implementation skills.
- Prioritize objectives and measure the effectiveness of fundraising staff.
- Identifying and convening key target audiences for the fundraising task.
- Success in the marketplace or in ministry "closing million-dollar+" investments.
- Communicating effectively both orally and in writing.

Abilities

- Ability to express genuine passion for the Gospel and the work of evangelism.
- Effectively interface with high-net worth individuals, foundations and business leaders.
- Effectively paint a vision that will inspire others.
- Ability to work independently, remain self-motivated and on task because of a strong work ethic.
- Present compelling messages to small and large groups. True platform "gravitas."
- Establish rapport and maintain respect with leaders and members of all Christian denominations, focusing on issues that unite rather than those that divide.
- Ability to communicate a "shepherd's heart" for the people God puts in their paths, through spiritual maturity and prayer.
- Ability to humbly keep ego in check and assist others to collaborative teamwork.
- Courageous creativity that builds on past success and imagines new markets, methods and messages.

QUALIFICATIONS AND EXPECTATIONS

- It is expected that employees of GMO are committed followers of Jesus Christ who have a desire to see the expansion of the Kingdom of God throughout the world in fulfillment of the Great Commission.
- Commit to and take effective action to fulfill GMO's vision of giving everyone on earth multiple opportunities to hear the message of Jesus.
- Be involved and respected as a Christian lay leader and member in good standing at a Bible-believing church.
- Bachelor's degree in business, marketing, communications or a related field; Master's degree preferred.
- Sales/marketing success as a significant individual producer with the demonstrated ability to set objectives and manage performance to successful outcomes.
- 10-15 years' experience in fundraising or related work with proven successes.
- Availability for travel 20-40% of work time.
- Facilitation skills for strategic planning sessions.
- Successful experience in managing a portfolio of investors/funding sources/major gift donors with a specific emphasis on prospecting, networking and relationship development that results in committed investment partnership.



GLOBAL MEDIA OUTREACH STATEMENT OF FAITH

Global Media Outreach's main mission is to enable followers of Christ to give wisely to advance His Kingdom.

The sole basis of their beliefs is the Bible, God's infallible written Word, the 66 books of the Old and New Testaments. They believe that it was uniquely, verbally and fully inspired by the Holy Spirit and that it was written without error (inerrant) in the original manuscripts. It is the supreme and final authority in all matters on which it speaks.

They accept those areas of doctrinal teaching on which, historically, there has been general agreement among all true Christians. Because of the specialized calling of their movement, GMO desires to allow for freedom of conviction on other doctrinal matters, provided that any interpretation is based upon the Bible alone, and that no such interpretation shall become an issue which hinders the ministry to which God has called their volunteers.

There is one true God, eternally existing in three persons -- Father, Son, and Holy Spirit -- each of whom possesses equally all the attributes of Deity and the characteristics of personality.

Jesus Christ is God, the living Word, who became flesh through His miraculous conception by the Holy Spirit and His virgin birth. Hence, He is perfect Deity and true humanity united in one person forever.

He lived a sinless life and voluntarily atoned for the sins of men by dying on the cross as their substitute, thus satisfying divine justice and accomplishing salvation for all who trust in Him alone. He rose from the dead in the same body, though glorified, in which He lived and died.

He ascended bodily into heaven and sat down at the right hand of God the Father, where He, the only mediator between God and man, continually makes intercession for His own.

Man was originally created in the image of God. He sinned by disobeying God; thus, he was alienated from his Creator. That historic fall brought all mankind under divine condemnation. Man's nature is corrupted, and he is thus totally unable to please God. Every man is in need of regeneration and renewal by the Holy Spirit. The salvation of man is wholly a work of God's free grace and is not the work, in whole or in part, of human works or goodness or religious ceremony. God imputes His righteousness to those who put their faith in Christ alone for their salvation, and thereby justified them in His sight.

It is the privilege of all who are born again of the Spirit to be assured of their salvation from the very moment in which they trust Christ as their Savior. This assurance is not based upon any kind of human merit, but is produced by the witness of the Holy Spirit, who confirms in the believer the testimony of God in His written word.

The Holy Spirit has come into the world to reveal and glorify Christ and to apply the saving work of Christ to men. He convicts and draws sinners to Christ, imparts new life to them, continually indwells

"Our partnership with Global Media Outreach has further opened our eyes to the growing potential and power of online evangelism to reach individuals around the world for Jesus Christ. We are encouraged by their Kingdom mindset and have seen many people come to faith in Christ as a result of our cooperative efforts."

**- Luis Palau President, Luis Palau
Evangelistic Association**

them from the moment of spiritual birth and seals them until the day of redemption. His fullness, power and control are appropriated in the believer's life by faith.

Every believer is called to live so in the power of the indwelling Spirit that he will not fulfill the lust of the flesh but will bear fruit to the glory of God.

Jesus Christ is the Head of the Church, His Body, which is composed of all men, living and dead, who have been joined to Him through saving faith.

God admonishes His people to assemble together regularly for worship, for participation in ordinances, for edification through the Scriptures and for mutual encouragement.

At physical death the believer enters immediately into eternal, conscious fellowship with the Lord and awaits the resurrection of his body to everlasting glory and blessing.

At physical death the unbeliever enters immediately into eternal, conscious separation from the Lord and awaits the resurrection of his body to everlasting judgment and condemnation.

Jesus Christ will come again to the earth -- personally, visibly and bodily -- to consummate history and the eternal plan of God.

The Lord Jesus Christ commanded all believers to proclaim the Gospel throughout the world and to disciple men of every nation. The fulfillment of that Great Commission requires that all worldly and personal ambitions be subordinated to a total commitment to "Him who loved us and gave Himself for us."

"Those who have never been told about Him will see, and those who have never heard of Him will understand." Isaiah 52:15



Name: **Luzviminda**
Country: **Philippines**

Searching for help online, Luzviminda came across a GMO website, reawakening her to a faith she had forgotten and turned away from. Convicted, she began to *"cry a river of tears of joy while reading the message. He is using you and your site to let me feel His ever-loving presence."* She began praising God, filled with joy, because *"He woke me up while I still have time to repent and follow Him. That made me realize how much He loves me."*

THE SEARCH AND SELECTION PROCESS

The search committee is charged with vetting candidates for the position and is assisted by Bruce Dingman and Dr. Rich Kidd of The Dingman Company. The Dingman Company will explore a broad network to suggest potential candidates.

This thorough search will include consideration of many names and subsequent review of resumes. When appropriate, the candidates will be asked to respond to questionnaires, have telephone interviews with Bruce Dingman or Rich Kidd. Those holding the most promise will be interviewed through video conferencing by Bruce or Rich. Next, references and backgrounds will be checked, degrees verified, and an extensive candidate profile will be prepared by the search firm.

By October 30, 2015, the search committee will interview the top two candidates.

When a preferred candidate is determined, the candidate and spouse will have an opportunity to meet the Global Media Outreach staff and leadership teams.



Our client is an equal opportunity employer and does not discriminate on the basis of race, age, color, sex, national origin, or physical handicap. As a religious non-profit organization, Global Media Outreach will discriminate on the basis of theological faith, as will The Dingman Company as the agent of Global Media Outreach.

The Dingman Company fully respects the need for confidentiality of information supplied by interested parties and assure them that their backgrounds and interests will not be discussed with anyone, including our client, without their prior consent, nor will reference contacts be made until mutual interest has been established.



The Dingman Company, Inc. is a retained executive search firm devoted exclusively to serving our clients in matters of executive selection. We are a generalist firm that has served the business world nationwide since 1979. While many of our assignments are in the corporate sector, due to our Christian faith, we also serve many non-profit organizations in the Christian community.

For further information or to apply for this position, please contact:

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or

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