



## **Opportunity Profile**

# **Regional Development Officer, Sacramento/Bay Area**

contact [usa@steiger.org](mailto:usa@steiger.org) for more information

**[www.steiger.org](http://www.steiger.org)**

# JOB DESCRIPTION

## Regional Development Officer, Sacramento/Bay Area

<b>Reports To:</b>	North America Regional Director
<b>Role Type:</b>	Staff
<b>Hours:</b>	Full Time
<b>Location:</b>	Sacramento, CA (with some regional travel)
<b>Team Participation:</b>	Development Team (USA)
<b>Key Relationships:</b>	International Mission Director NA Operations & Project Manager Data & Process Specialist Minneapolis City Team Leader NA Mobilization Team

### A. GENERAL PURPOSE

Steiger is seeking a high-energy relationship developer to work in a fast-paced, entrepreneurial mission organization.

Key objectives:

- Foster a growing network of local church relationships that Steiger will equip and unify to effectively reach young people in their communities.
- Grow and manage a portfolio of individuals, churches and other entities who financially support the work of Steiger locally and around the world.

### B. SPECIFIC TASKS AND OUTCOMES

#### 1. Church Stewardship and Relationship Management

- Develop a growing network of church relationships in the region.
- Work with the NA regional and local city team leadership to facilitate meaningful connections (meetings with key staff, vision casting events, vision trips, etc).
- Work with the NA regional leadership team to schedule speaking and training events at churches (staff training, preach and teach, workshops, seminars, tools, etc)
- Connect key church leaders (youth, young adult, missions, outreach, etc) to Steiger's mobilization team
- Invite churches to become financial partners (regular and one-off projects).
- Provide strong stewardship (reports, videos, impact statistics, thank you's, etc).

## 2. Donor Stewardship and Relationship Management

- Expand Steiger’s portfolio of midlevel and major donor prospects using Steiger training events, in-home events, vision trips and personal introductions.
- Follow Steiger’s strategic and systematic approach for engaging a portfolio of major donor relationships, developing personal giving, and inspiring donors to become advocates within their network.
- Actively and effectively invite prospective donors to become financial partners.
- Increase year-over-year giving level, reactivating lapsed donors and encouraging donors to increase their investment in Steiger.
- Facilitate a seamless transition to other development team members or members of the executive, when appropriate or requested.
- Demonstrate a keen sense of curiosity for donors by asking good questions and seeking to understand their reasons for giving and what they support, adapting conversations and approaches based on the style and needs of the individual donor.
- Provide strong stewardship (reports, videos, impact statistics, thank you’s, etc).

## 3. Monitoring & Reporting

- Monitor weekly, monthly, quarterly, and annual activity to achieve objectives.
- Track the region's development budget and giving performance, including expenses, and ensure accurate and timely recordkeeping and reporting.
- Collaborate with the NA Regional Leadership and Communications Teams to ensure consistency with communications, messaging, and financial asks.
- Collaborate with the Data Specialists to consistently improve our donor database
- Become an expert in Steiger’s donor management system, utilizing it for communication, tasks, acknowledgements, and messages, and consistently and appropriately recording all donor contacts.
- Learn about Steiger initiatives, people, and projects, and effectively communicate the mission to donors. Participate on weekly international and regional calls, maintain a close relationship with NA regional and local leadership and follow Steiger news and resources.

## C. KNOWLEDGE AND SKILLS

### Background/Qualifications:

- 5+ years of experience in one or more of the following:
  - Relational Sales
  - Church Leadership
  - Frontline evangelistic missions

### Skills

- *Relationally Intelligent:* Possess outstanding verbal communication skills, knowing how to adapt communication style and strategies depending on the audience. Can “read the room” well and clearly articulate Steiger’s vision and mission in an appropriate way to

different types of people, particularly senior church and business leaders. Discernment when to be relational and patient, and when to make the ask.

- *Passion and Energy*: Must have an authentic passion for Jesus, evangelism and global missions and have contagious energy.
- *Results Oriented*: Motivated to achieve predetermined goals related to activity and fundraising targets.
- *Responsive*: Can respond with urgency to the needs and requests of others, internally and externally.
- *Collaborative*: Understands the impact of their work on other team members, communicating and collaborating appropriately.
- *Responsible*: Able to meet deadlines and work productively and diligently with minimal supervision.
- *Flexible*: Willing and able to adjust to changing conditions or priorities.
- *Tech savvy*: Can navigate technology with ease, happy to learn new systems, approaches and methods.

### **Other Important Considerations:**

This role is ideal for someone with excellent relational and influencing skills and is prepared to grow in this space along with the mission.

Valid as at 10 March 2022

## **APPLICATION PROCESS**

After reading this Opportunity Profile, if you sense the gifts, skills, and experiences God has given you are a good fit for the position of Regional Development Officer, we invite you to begin the inquiry process.

Please complete our Registration of Interest form ([click here](#)), which will also include uploading a CV/Resume and links to samples of your work, including your portfolio. If you have any questions, please email [usa@steiger.org](mailto:usa@steiger.org).

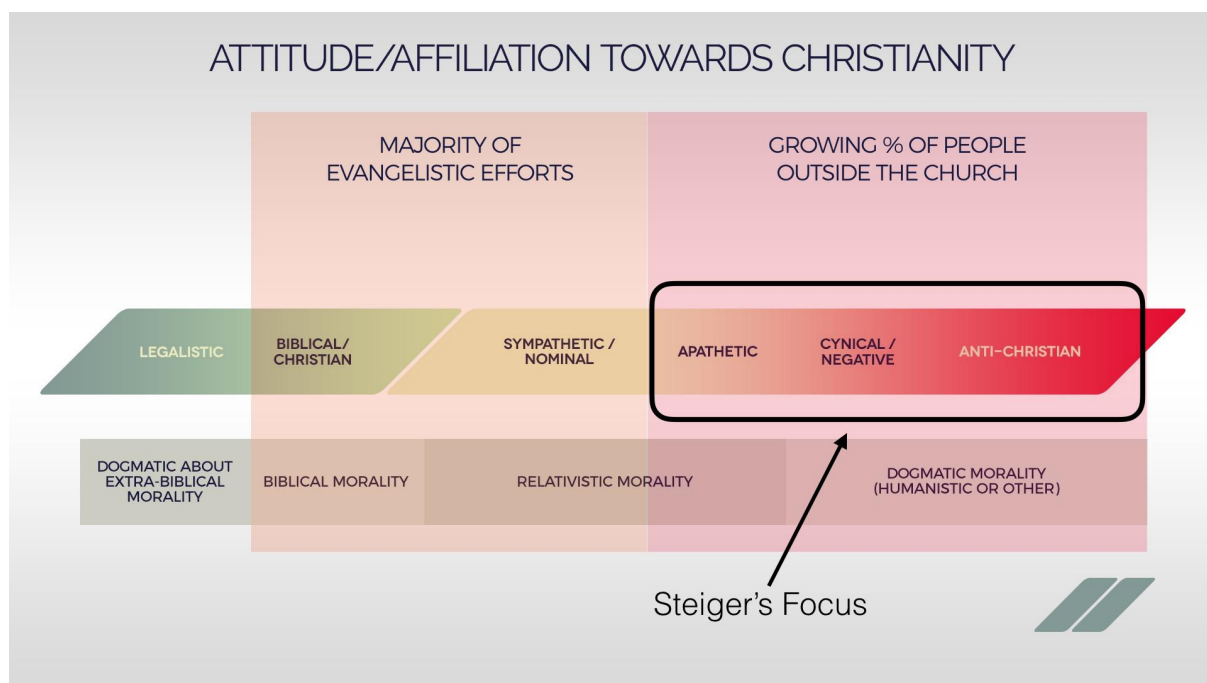
# WHAT IS STEIGER?

[www.steiger.org](http://www.steiger.org)

Steiger is a rapidly-growing, worldwide mission organization that is called to reach and disciple the Global Youth Culture for Jesus.

The mission's primary purpose is to bridge the gap between the Church and the Global Youth Culture. Steiger does this by raising up missionaries and equipping the local church to proclaim the message of Jesus in the language of the Global Youth Culture. We establish long-term teams in cities through creative evangelism, relevant discipleship, and local church partnership.

[www.steiger.org/about-us/what-is-steiger](http://www.steiger.org/about-us/what-is-steiger)



## What is the Global Youth Culture?

We live in a time of unprecedented connectedness.

Mass media, economic strategies, and above all, the internet have eroded cultural boundaries. Today, young people all over the world are more similar than ever, making up a truly Global Youth Culture.

The Global Youth Culture, ranging in age between 17 and 35, can be found in every major city on the planet. They have grown up in a world dominated by video games, pornography, and social media. This generation is taught that there is no absolute truth and therefore no universal morality - everyone is free to choose for themselves what is right and what is wrong. An "anything goes" attitude has been adopted when it comes to sexuality.

They are told that the key to happiness is found within. Just follow your dreams - don't let anyone tell you who you are or what you want. Take care of yourself above all else. Yet paradoxically, this generation is passionate about injustice. They care about the oppressed and the marginalized. They want to use their lives to make a difference in the world.

Still they spend hours a day interacting in virtual worlds, trying to live up to the carefully curated lives of the pop stars and internet influencers that they follow online. This is leading to an epidemic of loneliness, anxiety, depression, and suicide.

Sadly, this generation is NOT looking to the Church for answers because they believe it to be irrelevant to their lives. Many are apathetic, cynical, and even hostile to the Gospel.

These are our friends, our sons and our daughters. Our vision is to communicate the Gospel to these people who have such a negative view of God.

For more information, visit our website: [What is the Global Youth Culture.](#)

## **Bridging the Gap: Steiger City Teams**

Steiger's mission is to bridge the gap between the Church and the Global Youth Culture by establishing long-term teams in cities around the world.

A Steiger City Team is a dynamic, bold and multi-gifted team who's specialized in reaching the Global Youth Culture. It's a catalytic force for unifying and mobilizing followers of Jesus to reach out and impact their city.

So how does a Steiger City Team do this? We:

1. develop a culture of "seeking God"
2. establish a regular, relational presence in the secular scene
3. engage in regular creative evangelism of all kinds
4. host large-scale, evangelistic events
5. create spaces that foster discipleship relationships acting as a bridge to the local church
6. equip local churches to reach the Global Youth Culture
7. establish a network of church and ministry partnerships
8. seek to multiply the impact by investing in young leaders and influencers

For more information on City Teams, [check out our web page.](#)

## **What We Believe**

Information on our core values and what we believe can be found on our webpage under ["What We Believe"](#)