



EXECUTIVE SEARCH OPPORTUNITY PROFILE

For the position of:
Director of Donor
Engagement

Slavic Gospel Association
December 2017



executive
search &
recruitment

ADVANCING NONPROFITS



OVERVIEW

*We are excited to announce the search for the next **Director of Donor Engagement (DDE)** for the Slavic Gospel Association. This is an excellent opportunity to serve as the first full-time major donor portfolio manager under SGA's new President, Michael Johnson. The DDE will report directly to the President and serve alongside him as the primary outward facing ambassador and fund development professional for this historic, Gospel-centric evangelical Christian ministry. As a senior development professional within SGA, the successful candidate will enter the ministry at a pivotal time in its growth during which the President and board are committed to substantial investment in an increasingly professionalized and proactive fundraising function for the organization.*

From its founding in 1934 through today, SGA has been working with churches in Russia, the former Soviet countries of Eastern Europe, and Central Asia to share the Gospel, help train leaders for the church and community, and help the hurting and forgotten in the name of Jesus. The successful candidate will have proven major gifts fundraising capacity and leadership experience, as well as a mature personal walk with the Lord. SGA is conservative in its theology; the successful candidate should understand and be aligned with this theological worldview.

SGA's headquarters are located near Rockford, IL, and this will be a remote, nationally-focused position with geographical preference given to those candidates residing in the Upper Midwest, Texas, or California. However, all qualified candidates who are passionate about the work and mission of SGA are encouraged to apply.

ABOUT SLAVIC GOSPEL ASSOCIATION

Slavic Gospel Association traces its founder's vision and history to the 1920s and 30s in the city of Chicago, where we were founded by Rev. Peter Deyneka, a refugee from Belarus (now an independent nation, but then a part of the Soviet Union). In the 1920s Peter traveled throughout the Soviet Union to share the gospel and encourage Bible-believing churches.

When Soviet dictator Josef Stalin intensified persecution of the churches in the early 1930s, it prevented Peter from traveling to his homeland to share the Gospel. Convinced that there were ways to help the churches from here, he and a small group of Chicago-area businessmen met in the back of Hedstrom's Shoe Store and founded the Russian Gospel Association in 1934. It was later renamed the Slavic Gospel Association (SGA).

For many decades, SGA covertly distributed millions of Bibles and Christian books behind the Iron Curtain into the hands of believers throughout the Soviet Union, while producing and broadcasting thousands of Christian radio programs into the region.

The first Russian language Bible institutes in the world were established by SGA to train Russian immigrants in Toronto, Canada, Temperley, Argentina, and other parts of the world. The mission also had an extensive ministry to Russian-speaking refugees and immigrants living in various countries throughout the world.

Then, in 1989 — just two years after his passing — the Lord answered Rev. Deyneka's lifetime prayers and brought the Iron Curtain crashing down — surprising the entire world. SGA leaders and missionaries immediately began to seize the unprecedented new opportunities for reaching the people of the former Soviet Union for the glory of Christ.

SGA has grown to become an international ministry with autonomous offices in Australia, New Zealand, Canada, and England.

Today, our mission works primarily in the former Soviet nations of Russia, Ukraine, Belarus, Georgia, Kazakhstan, Uzbekistan, Tajikistan, Turkmenistan, Azerbaijan, and Armenia. In addition, we sponsor Bible training for Russian churches in Israel, and assist there with training initiatives, conferences, and Russian-language publications.

We provide Russian-language Bibles and Christian literature, provision of solid Bible training for pastors, church planters and church workers, sponsorship of church-planting missionaries, and sponsorship of youth and children's ministries including outreach to orphans. SGA partners also help provide funds to help churches purchase occasional humanitarian aid on an as-needed basis.

Today we continue to faithfully share the Gospel, equip the church, and help the forgotten in Jesus' name.



ABOUT SGA'S FOUNDER

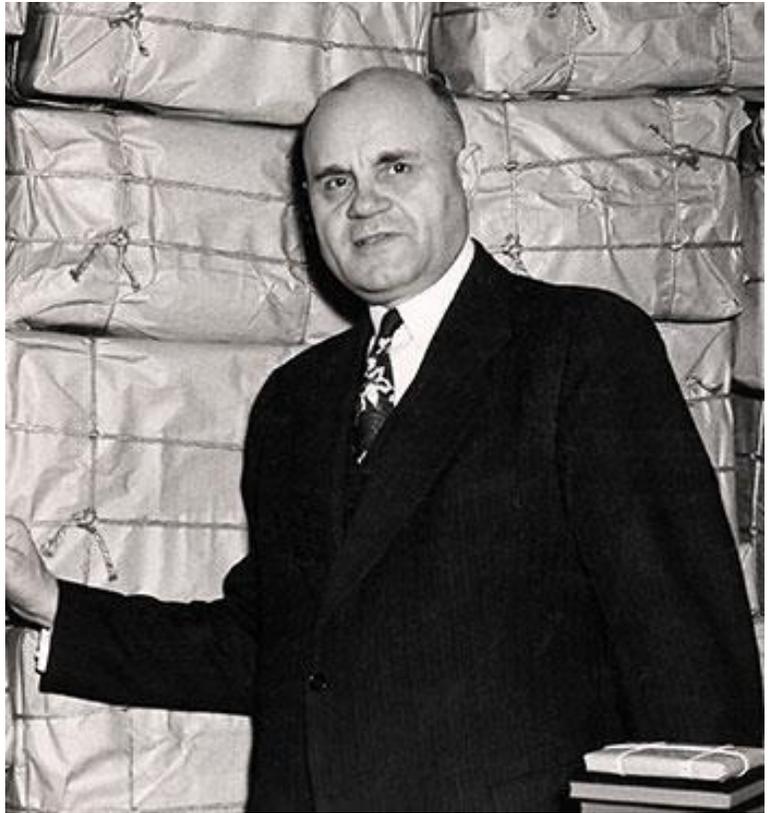
Rev. Peter Deyneka, our visionary founder, came to the United States from the former Soviet republic of Belarus at the age of 15. A few years later, Peter repented of his sins and trusted in Christ as Savior during a worship service at Chicago's historic Moody Church during the pastorate of Dr. Paul Rader.

After his salvation and graduation from St. Paul Bible School in Minnesota, Peter returned to Chicago with an overwhelming burden to see his people won to Christ. In 1925, he went back to his homeland and began a lifetime of extensive ministry travels, sharing the Good News of salvation through Jesus Christ.

Throughout the Cold War era, Peter Deyneka traveled the globe holding prayer meetings, often overnight, encouraging the Lord's people to pray for the opening of the Soviet Union for the preaching of the Gospel. His motto became, "Much prayer, much power. Little prayer, little power. No prayer, no power!"

It's easy to understand why Rev. Deyneka's powerful preaching earned him the nickname, "Peter Dynamite."

Having poured out his life in service to the Lord, Peter Deyneka was called to his heavenly reward in 1987.



WHO WE ARE AND WHAT WE DO

SHARING THE GOSPEL – EQUIPPING THE CHURCH – HELPING THE FORGOTTEN

Slavic Gospel Association is a Christian ministry serving Bible-preaching churches in the lands of the former Soviet Union. Since its founding, SGA has supported the Russian evangelical church in making disciples of Jesus Christ by providing Russian-language Bibles, Bible training, sponsorship of missionary pastors, and support for evangelistic outreach, as well as through charitable compassion ministry to those in greatest need.

SGA lives out its calling to share the Gospel, equip the church, and help the forgotten through a range of historic programs and partnerships as well as new and innovative special projects. While the new SGA website and monthly newsletters can provide more detailed insight into the range of work and depth of its impact*, the ministry's "Gospel Difference" can be summarized broadly by examining several categories of ministry focus:

* Please refer to the SGA website for greater detail regarding its key programs.

CHILDREN AND YOUTH: God's Word tells us of the importance of children in the eyes of God ... reaching them with the Gospel is critical. SGA's network of evangelical churches has tremendous opportunities for evangelistic outreach and discipleship ministries dedicated to children. SGA-sponsored summer camps, orphan ministries, and Sunday schools are extremely effective. And as children are shown Christ's love through the local church and believe the Gospel, they often become the evangelists who reach their families.

LOCAL CHURCHES: Seeing the lost come to Christ across the lands of Russia, the former Soviet countries of Eastern Europe, and Central Asia was the burning passion of SGA founder Peter Deyneka, and it remains our burning passion today. Above all, it is the burning passion of the evangelical churches SGA serves, and we are thankful for the opportunity to help them reach their communities for Christ.



THE LEAST OF THESE – THOSE IN NEED: In addition to the great spiritual emptiness that exists across Russia, the former Soviet countries of Eastern Europe, and Central Asia, millions of people are facing tremendous physical needs. Unemployment and poverty are rampant in many regions, and day-to-day survival is a constant struggle. Working as one to be His hands and feet, SGA-related churches are reaching out with the compassion of Jesus Christ, helping the forgotten regain hope and build a future. The support of SGA partners helps missionary pastors reach out to needy families with clothing, footwear, and distribution of staple food items—all the while pointing to the loving provision of our great God and Father.

THOSE IN REMOTE AREAS – THE UNREACHED: Reaching all of Russia, the former Soviet countries of Eastern Europe, and Central Asia with the Gospel of Jesus Christ is a daunting goal. There are more than 130 different people groups in Russia alone. And the majority of the six million living in remote Far East Russia have yet to hear the life-changing Gospel. Your faithfulness will help send faithful workers to the harvest field. You help SGA share the gospel with those who have not heard the good news, equip the church for the work of the ministry, and help the forgotten in remote areas.

SGA Brand Compass



THE OPPORTUNITY

Slavic Gospel Association, a global ministry squarely rooted in its rich heritage of Christ-centered, Gospel-driven impact, is looking forward. Building on the past while ‘standing on the shoulders of giants’ – this ministry, under the leadership of new President Michael Johnson, is focused on leveraging almost a century of Kingdom impact across the Russian-speaking world in order to catalyze ever more effective and transformative ministry work in and through the local churches of the Commonwealth of Independent States (CIS). In pursuit of these lofty Great Commission goals, SGA is committed to investing in and developing a fully professionalized, multi-channel fundraising capacity which will help to proactively communicate and financially support the life-changing work to which the ministry is so clearly called.

In that context, SGA is now recruiting a full-time, nationally focused *Director of Donor Engagement* to work alongside Michael to help identify, cultivate, and minister to current as well as prospective major donors. Viewing fundraising as a core part of ministry – and a personal calling – the successful candidate will have significant experience managing a relationship portfolio and soliciting high impact gifts. S/He will be passionate about the historical work and mission of SGA as well as excited about its future. S/He will have excellent, professional presentation and communication skills; s/he will have a solid knowledge of Moves Management and the “technical side” of fundraising, as well as also embodying the character and magnetism appropriate to the ministry’s primary outward facing ambassador and advocate.

STATEMENT OF FAITH

The Slavic Gospel Association is a theologically conservative Evangelical and evangelistic ministry that works closely with the Baptist churches of Russia and the CIS. Successful candidates must be of mature Christian faith, subscribe to the following biblical faith statements, and should themselves align with the organization's theological heritage.

We believe in the Scriptures of the Old and New Testaments as verbally inspired by God and inerrant in the original writings, and that they are of supreme and final authority in faith and life. (Luke 24:27,44; 2 Timothy 3:16; 2 Peter 1:21)

We believe in one God, eternally existing in three persons — Father, Son and Holy Spirit. (Matthew 28:18-19; Mark 12:29; 2 Corinthians 13:14; Hebrews 1:1-3; Acts 5:3-4)

We believe that Jesus Christ was begotten by the Holy Spirit and born of the Virgin Mary, and is true God and true man. (Luke 1:26-38; John 1:14; 14:6-11; Hebrews 1:1-8)

We believe that man was created in the image of God; that he sinned, and thereby incurred not only physical death, but also spiritual death which is separation from God; and that all human beings are born with a sinful nature and, in the case of those who reach moral responsibility, become sinners in thought, word and deed. (Romans 3:10-26; 1 Thessalonians 1:7-9; Jeremiah 17:9)

We believe that the Lord Jesus Christ died for our sins, according to the Scriptures, as a representative and substitutionary sacrifice; and that all who believe in Him are justified on the grounds of His shed blood. (1 Corinthians 15:1-10; 1 John 1:7; 2:1-2; 1 Peter 3:18; Romans 3:24-25)

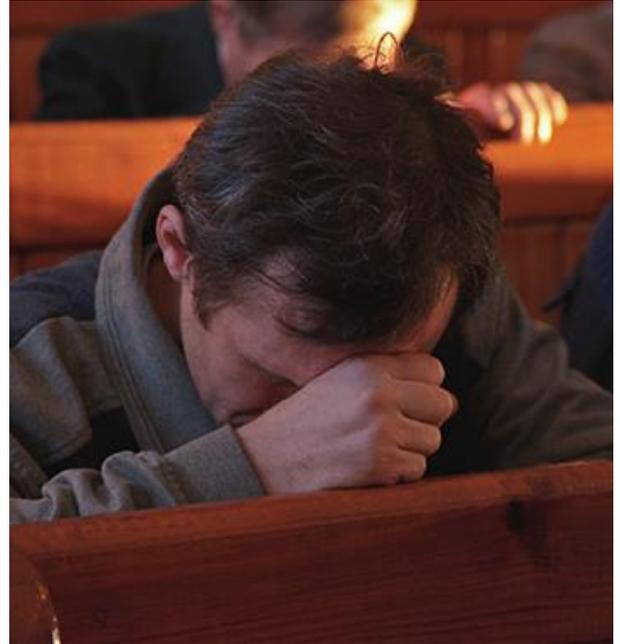
We believe in the resurrection of the crucified body of our Lord, in His ascension into Heaven, and His present life there for us as High Priest and Advocate. (1 Corinthians 15:1-10; Hebrews 10:12-22; 1 John 2:1-2)

We believe in that blessed hope, the personal, premillennial and imminent return of our Lord and Savior, Jesus Christ. (Hebrews 9:28; Revelation 1:5-8; Acts 1:8-12; 1 Thessalonians 4:13-18)

We believe that all who receive by faith the Lord Jesus Christ are born again of the Holy Spirit, thereby receiving eternal life and thus becoming children of God. (John 1:12; 3:3-16; Ephesians 2:8-9; Titus 3:5; John 10:27-29)

We believe in the bodily resurrection of the just and unjust, the everlasting blessedness of the saved, and the everlasting, conscious punishment of the lost. (Matthew 25:46; Daniel 12:2-3; Revelation 20:4-6, 10-15)

We believe in the spreading of the Gospel as Jesus said ... "Go ye into all the world and preach the Gospel to every creature." (Mark 16:15; Luke 24:46-48; Acts 1:8; 2 Corinthians 5:20)



QUALIFICATIONS, COMPETENCIES, & RESPONSIBILITIES

Position Summary: Reporting to the President, the Director of Donor Engagement will serve a portfolio of approximately 125 major and rising donors in the US. The position will be responsible for donor cultivation, lift and retention, and will ensure that donors are invited to participate and engage in the community and work of Slavic Gospel Association. Success in the position could lead to the opportunity for growth into a senior leadership capacity.

Essential Duties

- Manage relationships with approximately 125 major donors and major donor prospects and qualify, cultivate, solicit and steward these relationships through excellent planning and moves management disciplines.
- Solicit gifts of \$10,000 and higher from current major donors and cultivate major gifts from major donor prospects.
- Steward and acknowledge donor gifts in a timely and personally appropriate manner, ensuring that donors feel appreciated and understand the significance of their gifts and partnership.
- Create opportunities for major donors and major gift prospects to be exposed to executive and program leadership in the US and abroad.
- Comply with monthly activity standards as the catalyst for deepening levels of engagement with donors.
- Execute donor events which encourage and inspire donors about the work of SGA.
- Perform all related administrative duties including ensuring that records/contacts on the database are maintained accurately and continuously entered, and all financial and administrative reports are submitted in a timely manner.

Qualifications

- Highly energetic and relational professional with a track record of building donor relationships and closing gifts in the five- and six-figure range.
- Experience and a basic, working knowledge of planned giving concepts and vehicles.
- Understanding of the Biblical call to a generous life and the ministry of fundraising.
- Experience managing and leveraging regional events for donor cultivation.
- Experience in facilitating donor engagement with ministry executives as a cultivation tool.
- Adherence to the highest ethical standards; demonstrates empathetic disposition and perseverance; reflects optimistic/positive attitude; conveys sensitivity to needs of donors.
- Bachelor's degree required.
- Ability to travel up to 40% - 50% of the time.

COMPENSATION AND BENEFITS:

SGA is committed to attracting and retaining quality staff members. Compensation and benefits for this position are competitive with comparable opportunities.

THE LOCATION:

SGA's corporate headquarters are located in Loves Park, a suburb of Rockford, IL. This position will work remotely with a heavy focus donor facing engagement as well as close connectivity to SGA President Michael Johnson and the rest of the SGA leadership team. As such, candidates will be considered from across the United States with a geographical preference give to those locations where SGA donor and stakeholder presence is most concentrated, including the upper Midwest, Texas, and California. However, all qualified candidates are encouraged to apply.

THE SEARCH AND SELECTION PROCESS

[DB&A Executive Search & Recruitment](#) has been retained by Slavic Gospel Association to conduct this search for the next Director of Donor Engagement. Candidates will be identified through a number of sources; DB&A consultants will review and evaluate all interested parties in the process of determining a final group for consideration. The search will be coordinated by members of SGA's senior leadership team who will be involved in all aspects of the process, including interviewing finalists and participating in the decision-making process.

The search will be conducted in a professional, consistent manner with a commitment to all potential candidates being afforded the same considerations by the search firm and the Client. SGA is an equal opportunity employer and strictly adheres to a policy of nondiscrimination without regard to race, color, sex, handicap, or national origin. All reasonable efforts will be made to protect the confidentiality of candidates.

Additional information may be obtained by visiting <http://www.DBA-Search.com>

For further information on this search, please contact:



Cole Costanzo, Senior Vice President
Email: resumes@dickerson-bakker.com

1998 Hendersonville Rd
Suite 23
Asheville, NC 28803
DBA-Search.com