



OPPORTUNITY PROFILE

Executive Vice President, Development



THE OPPORTUNITY

Living on the Edge is seeking a devoted follower of Christ to fill the role of Executive Vice President, Development. We are seeking an inspirational leader, winsome by nature, who can cast vision for the ministry and lead an exceptional development team.

As God continues to expand the ministry, Living on the Edge requires an executive leader capable of casting vision, forming and deepening relationships with financial partners around the world.



"I thought I wasn't good enough. Then I found Chip Ingram. I've never heard anyone preach like he does. I continued to listen as much as I could, and I finally came to see that Jesus made the ultimate sacrifice for me."

Alaina





THE MINISTRY

Now entering its 25th year, Living on the Edge was founded by pastor and author Chip Ingram. Starting with little money and no staff, the ministry has over the decades impacted millions with its teaching and discipleship resources. Today, over one million people watch or listen each week to Living on the Edge broadcasts, utilizing radio, television, podcasts, the app, or the website. Over 400,000 small groups have been launched through radio, and millions of books and digital resources have been distributed. The ministry has consistently seen God turn the impossible into the possible.

The current international ministry of Living on the Edge focuses on training pastors through identifying and building strategic partnerships. For example, in China the team has worked legally to train over 1,500 church leaders, distributing over 1.1 million copies of the discipleship books *The Real God* and *True Spirituality (Romans 12)*. In the Middle East, Living on the Edge's television broadcast is aired 9 times per week and supported by training young leaders in Egypt, Jordan, Lebanon, and Syria. The leadership of Living on the Edge believe God is calling them to explore both India and Latin American ministry in the near future.

THE MISSION & VISION

Living on the Edge exists to help Christians live like Christians. The ministry creates Biblical teaching and tools that challenge and equip spiritually hungry Christians all over the world to become mature disciples of Christ.

The ultimate vision of Living on the Edge is to be a catalytic movement of Christians living out their faith in ways that transform families, churches, and communities for the common good and the glory of God.



CHIP INGRAM

Chip is the founder, CEO, and Teaching Pastor of Living on the Edge. He has pastored churches from sixty to six thousand over 35 years and served as president of Walk Through the Bible. Chip is the author of 15 books including *The Real God*, *True Spirituality*, *Culture Shock*, and *The Invisible War*.

OUR FOCUS FOR THE NEXT FIVE YEARS

There's a Famine in the Land

Christians are undernourished and are not being spiritually fed. Bible engagement is declining, church attendance is declining, doctrinal and moral compromise is increasing, and the results are devastating. We must respond.

There's a Generation to Rescue

The family is under siege by culture, peer pressure, technology and media. Teen suicide, isolation, depression and anxiety are skyrocketing in Christian homes. We must help and provide answers to parents, grandparents, and pastors.

There's an Army to Mobilize

Far too many Christians are serving out of obligation instead of passion. We must help believers discover service that provides deep personal meaning and fulfillment – because they are doing what God designed them to do.

There's a Movement to Fuel

There are spiritually hungry leaders in China, the Middle East and the rest of the world. Leaders in these growing churches have little training, and are in desperate need to be equipped. We need to resource and train them to ensure that solid Biblical teaching takes root.

THE POSITION

The Executive Vice President, Development role is a tremendous opportunity to be a part of building something globally significant in the Kingdom. This individual will bring energy, strategic leadership, and excellence in execution to a ministry leadership team that genuinely enjoys working with each other and is unified in its commitment to impact lives for Christ. The right candidate will be excited about developing relationships with current and potential financial partners and sharing the vision of the ministry with them. This individual will lead and inspire the development team to deepen relationships with financial partners. Philosophically, Living on the Edge does not employ “strong arm” fundraising tactics, rather it focuses on building relationships and relies on God to move hearts. Being Living on the Edge’s leader on development, they will have significant, eternal impact and experience their own growth – both personally and professionally.

PRIMARY RESPONSIBILITIES

- Deepen relationships with existing financial partners; find and introduce new like-minded individuals to the ministry
- Serve as an effective and influential ambassador for Living on the Edge
- Sustain and deepen a theology of stewardship and culture of giving
- Partner with Executive Leadership in creating a comprehensive strategy and annual operating plans to enhance the ministry’s visibility and financial support
- Define metrics for success and tactical execution plans that are aligned with the goals and priorities of the ministry
- Maintain a personal relationship with a dynamic portfolio of individual donors; secure major, capital, and planned gifts, as well as multi-year annual gifts
- Increase the funds raised by Living on the Edge by systematically and effectively strengthening the fundraising capacity of the organization
- Participate fully in organization-wide functions, in-person executive sessions or Board meetings and preparing ministry reports for Board of Directors and bi-annual ministry reports

CANDIDATE PROFILE

- Highly relational with a deep, authentic faith in Christ
- Extensive fundraising or ministry experience in an executive level
- Articulate, winsome, with an ability to share a vision for the future
- Demonstrated ability to collaborate effectively
- Capacity to travel 25-30% of the time
- Ability to inspire with encouragement and accountability
- Knowledgeable of trends, challenges and opportunities in the larger world of philanthropy

Why would someone leave what they are doing to pursue this once-in-a-lifetime opportunity?

- ✓ First and foremost, to follow the call of God on their life
- ✓ To contribute to the growth of a healthy ministry that God is blessing
- ✓ To help build something significant – discipleship with eternal impact
- ✓ To be a part of a great team that is passionate about the mission and truly enjoys working together
- ✓ To do ministry unencumbered by organizational politics
- ✓ To have a flexible schedule
- ✓ To have the ability to choose their work location
- ✓ To enjoy competitive compensation and benefits

THE COMMUNITY

Living on the Edge maintains their corporate headquarters in Duluth, Georgia (suburb of Atlanta) with satellite offices in San Jose and Colorado Springs. While it is preferred the position be based in one of these three locations, it is not a requirement. Living on the Edge believes the profile of a disciple is found in Romans 12 and bases its corporate values on these Biblical principles: Live It Out, Own Your Stuff, Think Team, Everybody Matters and Everything Belongs to God.

The staff team currently numbers about 40 and operates on a budget of about \$10 million per year. It has been recognized as a Best Christian Workplace.





AGORA Search Group is a faith-based Colorado Springs search firm providing executive search and selection services to clients locally, nationally and internationally.

Founded in April 2000, AGORA offers a record of unmatched success in placing pastors, executives and senior-level leaders in churches and non-profit organizations. Recognizing that not every good leader is a good fit for every good organization, the AGORA team serves as a catalyst for clarity, discernment and support in the search process. While AGORA is structured as for profit, it is driven by mission, resulting in a dynamic and agile approach to "business as ministry." Additionally, AGORA tithes from its profits to ministries that support the Church and its mission.

Mark Johnson is leading this search on behalf of the AGORA team. Mark has a long history of working with churches and ministries – most notably during his 18 years at Evangelical Christian Credit Union as Executive Vice President – working closely with churches and ministries and their leadership teams across the country.

For further details regarding this role, please contact:

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