



## Manager, Congregational Engagement Job Description

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<b>Job Title:</b>	Manager, Congregational Engagement
<b>Level and Grade:</b>	Manager
<b>Job Type:</b>	Full-time
<b>Reporting Manager:</b>	Senior Manager, Congregational Engagement
<b>Department:</b>	External Relations & Engagement
<b>Office:</b>	HQ
<b>Date:</b>	July 14, 2021

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### About Corus:

Corus International leads an ensemble of social impact organizations working together in the world's most fragile settings to deliver the holistic, lasting solutions needed to overcome the interconnected challenges of poverty, health care access and climate change. Corus is a new model in the international space, creating a consortium of specialized non-profit and for-profit entities for greater impact. Additional growth is expected.

Corus combines over 150 years of experience of our non-profit and for-profit subsidiary organizations – Lutheran World Relief, IMA World Health, CGA Technologies, Ground Up Investing, and LWR Farmers Market. Together, the organizations take a systematic approach to grow rural economies, eliminate extreme poverty, ensure access to quality healthcare, and respond to urgent humanitarian needs in fragile settings.

Further details about the organization can be found at <https://corusinternational.org>

### Job Brief:

**Position Summary:** This position exists to cultivate, manage and deepen relationships with congregations that partner with Lutheran World Relief (LWR). The person in this position will be responsible for congregational fundraising within an assigned portfolio; public representation of Corus International, specifically the LWR sub-brand with Lutheran audiences; and assisting with congregational strategy development. This position sits on the Congregational Engagement team, which is charged with doubling congregational revenue within 5 years.

### Key Result Areas:

The success of this role is measured by the following KRAs:

1. Successfully manage relationships with 100+ congregations, developing and growing gifts to increase congregational revenue.
2. Contribute to the development and implementation of new congregational engagement strategies that double congregational revenue.

## Roles and Responsibilities:

**Networking & Partnership:** Manage a portfolio of 100+ congregations.

1. Increase congregational revenue within an assigned portfolio.
2. Deepen relationships between pastors, congregational leadership and Corus International.
3. Maintain records for tracking donor journeys for congregations in the portfolio.

**Communication:** Represent Corus International, specifically the LWR sub-brand, with Lutheran audiences.

1. Preach, speak and represent LWR in Lutheran congregations and beyond.
2. Provide theological context and inspiration that motivates Lutheran audiences to engage in support of the mission of LWR and Corus International.

**Strategy & Knowledge Development & Implementation:** Contribute to the development and implementation of new congregational engagement strategies that double congregational revenue.

1. Be an active member of the Congregational Engagement team, contributing to strategy development, implementation and evaluation.
2. Support strategies as they are developed, such as increasing financial gifts from closing congregations, lapsed donor congregations and congregations committed to LWR's Quilt & Kit Ministry.

## Supervisory:

This role reports to Senior Manager, Congregational Engagement

This role has 0 direct reports

## Education:

This role requires a minimum of a four-year college degree.

## Qualifications:

- At least seven years of experience with progressively increasing responsibilities in relationship, partner, and/or stakeholder management.
- Experience working with congregations or individuals with significant philanthropic capacity.
- Strong familiarity with church structures as well as congregational and church member motivations and sensitivities. Experience with Lutheran audiences required; additional experience with other denominations a plus.
- Familiarity with international faith-based organizations working in the relief and development sector and an understanding of how these organizations operate and what motivates them. Experience with Lutheran organizations.
- Expertise in all areas of communication, including strong writing skills and superior oratory and preaching skills; ability to speak compellingly and with ease to a wide range of audiences.
- Experience connecting congregations and other inclined groups to agency mission, creatively connecting a variety of audiences with opportunities for engagement, in-kind giving, and monetary support of field work.
- Proficiency with Microsoft Office software; Raisers Edge or other database experience required.
- Deep commitment to Corus International's core values and ability to model those values in relationships with colleagues and partners.
- Demonstrated ability to take initiative and follow through on projects and policies; exceptional organizational skills and the ability to manage a variety of tasks productively.
- Ability to work as part of a team, both internally with fellow staff as well as with Corus International's partners and allies; excellent interpersonal skills.
- Creativity, imagination, problem-solving skills, and the ability to adjust direction and strategies.

## Other Duties:

This job description is not designed to cover or contain a comprehensive list of activities, duties or responsibilities for the position. Duties, responsibilities and activities may change at any time with or without notice. All positions are required to perform any additional tasks assigned by the supervisor. Global positions that are bound by contracts will not be changed without notice and approval.

## Working Conditions, Travel and Environment

- Willingness and ability to travel domestically (up to 25%) to portfolio congregations and other events as appropriate.

- Possible international travel may be to countries that are experiencing political instability and have poor infrastructure including poor road conditions, limited amenities and poor housing accommodations. In addition, the travel may be to countries where infectious diseases or vector-borne diseases are present. Travel may be required to locales that experience extreme temperatures (either hot or cold) and high altitudes.

### **Diversity, Equity, Inclusion and Zero Tolerance to Abuse**

As a member of the Corus Family, each employee is expected to:

- Help to develop and maintain an environment that welcome and develop a diverse workforce.
- Foster a work environment where everyone feels valued and included.
- Support employees' evaluation and promotion processes based on skills and performance.
- Promote a safe, secure, and respectful environment for all members of Corus family, stakeholders in general, and particularly for the communities we serve.
- Follow Corus Code of Conduct helping to prevent any type of abuse including workplace harassment, sexual abuse and exploitation, and trafficking in persons.
- Adhere to the Organizational Core Values

*Corus International prohibits discrimination and harassment of any type and affords equal employment opportunities to employees and applicants without regard to race, color, religion, sex, age, national origin, disability status, sexual orientation, protected veteran status, or any other characteristic protected by U.S. or International law.*