

## Dare 2 Share Ministries

### Job Description: Ministry Advancing Representative

**DIVISION/DEPARTMENT:** Ministry Advancement / Sales Department

**LOCATION:** Headquarter

**REPORTS TO:** Manager of Sales

**TYPE OF POSITION:** ☒ Full-time ☐ Part-time ☐ Volunteer

**HOURS OF WORK:** 40 Hours/week - Typically 8 am to 5 pm based on conference city time zone, some travel is required

**INTRODUCTORY PERIOD:** 90 Days

#### POSITION DESCRIPTION

The Ministry Advancing Representative (MAR) is primarily responsible for building relationships with youth leaders that serve to enhance their drive toward becoming a Gospel Advancing Ministry. MARs accomplish this through strategic and individualized methods that resource youth leaders with training and curriculum.

Using a relational and need-based selling approach, MARs will guide youth leaders through our macro Gospel Advancing Ministry sales process by leveraging our micro sales processes for events, trainings, product and resources. The goal is to drive the vision of 30,000 Gospel Advancing ministries by 2025 and fueling the ministry by hitting the yearly revenue goals.

To be successful in this position an MAR relates well to youth leaders and is strategic and insightful. They are excellent communicators and problem solvers.

#### TYPICAL DUTIES AND RESPONSIBILITIES:

*The Work Examples and Competencies listed are for illustrative purposes only and not intended to be exhaustive.*

##### Sales: (80%)

- Understand and professionally articulate Dare 2 Share events, products, and services.
- Intentionally use the Gospel Advancing Ministry Sales Process as a tool to convert interested Youth Leaders into customers for our events, trainings and products.
- Execute Sales CRM policies and procedures as assigned and trained within the system to ensure accurate information and tracking.
- Utilize an array of communication channels to connect with youth leaders, with the end-goal of engaging them verbally over the phone.
- Work relationships within your region to create relationships and develop a strong network of youth leaders who are Gospel Advancing and raving fans.
- Manage daily/weekly workload effectively, utilizing the system and calendar to help meet objectives.
- Work closely with leadership to develop and implement sales strategies and forecast projected results, communicating clearly with supervisor and leadership regarding trends, roadblocks or opportunities within their regions or the market in general.
- Provide constructive feedback and suggestions regarding all marketing and lead generation events, programs, and campaigns.

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#### **Administrative: (17%)**

- Conduct weekly/monthly audits on customer data to maintain quality data within the system.
- Complete paperwork in a timely manner (forecasting worksheets, weekly status reports, travel, etc).
- Attend weekly sales and product training meetings as well as chapel.
- Review and familiarize self with all Dare 2 Share products and their benefits, features and differentiators to be able to provide customized product/curriculum solutions to youth leaders.

#### **Events: (3%)**

- Travel to training events as required within your region.
- Open training sessions with general ministry information, promotional opportunities, and other relevant communication.
- Manage registration booth for events/trainings and answer youth leader questions.
- Interact and network with youth leaders to continue to build relationships, compiling information and market intelligence for use in strategic planning.

### **COMPETENCIES REQUIRED**

The competencies are all related to customer relationship engagement and management.

- Ability to work through a sales process in order to generate revenue to meet/exceed goals
- Excellent verbal communication and listening skills
- Ability to problem solve and be forward thinking in building relationships and customer relationship management
- Attention to details
- Time management skills – able to manage competing priorities.
- Working knowledge of Youth Ministry culture.
- Working knowledge of social media channels
- 2 years sales experience
- Knowledge of Microsoft Word, Excel and Outlook
- Salesforce experience desired

### **KEY PERFORMANCE INDICATORS FOR THIS POSITION:**

1. Manage relationships to leverage connections and networking in order to increase the spread of Gospel Advancing Ministries throughout your region.
2. Meet or exceed agreed upon sales goals for events, trainings and product.
3. Minimum of 75% of paid hours are “open” (Open is defined as hours available to interact with contacts).
4. Leverage multi-channel communication approach with the majority of engagement via the phone in order to maximize relationship and sales.
5. Maintain clean and updated data for customers within your region.

The Ministry Advancing Resourcer must have no reservations about the Dare 2 Share Ministries (D2S) “Statement of Faith”, must fully support the expressed purpose of D2S, and must be prepared to exercise and model the core values expressed by the ministry.