

London City Mission

# Director of Fundraising and Supporter Relations



**MISSION**

**LONDON**

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# A unique opportunity

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**London City Mission serves the church of London in sharing the love of God and the good news of Jesus Christ with the least reached of London.**

One in three people don't have a Christian friend to invite them to church, open a Bible with them, or tell them the good news of Jesus. We want to see that change. The latest census data reports that under 10% of the inhabitants of London's poorest districts attend Christian churches. The poor areas of London are incredibly diverse, in fact London is the most ethnically diverse city in the world, growing at over 100,000 people a year. We believe that these ethnic groups, often living in the poorest areas of London, are in desperate need to hear the gospel but are least likely to be reached with it. The world has come to London – we long to see the gospel taken to the world by working alongside churches to visit homes and go out into the streets of London with the good news of the gospel. Why? Because London needs Jesus!

For 180 years the gospel has been at the heart of all we do. Together with London's churches we show God's love in practical ways and continually look for ways to share the message of the gospel of Jesus Christ with the least reached people in our capital. Our monthly team gatherings are full of testimonies of how God is working amongst the least reached people of the city, and our deep conviction is that much more needs to be done – and can be done - at this urgent hour for London.

**This is a unique opportunity to impact London with the gospel**

We are now looking to appoint to a new Leadership Team level role of Director of Fundraising and Supporter Relations. This Director will play a key role in helping London City Mission achieve significant growth in donations, enabling us to achieve our ambitious five year strategy: to better support a growing, flourishing Church that is sharing the love of God and good news of Jesus Christ with London's least reached communities. It's a crucial and exciting time in the history and further development of London City Mission, and through this role the successful candidate will be able to make a difference in London for the salvation of souls and to the glory of God.

**WE ARE SEARCHING FOR A DIRECTOR OF FUNDRAISING AND SUPPORTER RELATIONS WHO IS DRIVEN BY THE CONVICTION THAT LONDON NEEDS JESUS**





# The context

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Our Missionaries work with churches to build relationships with people in their communities and share the transforming love of God in Jesus Christ to enable many people to put their trust in Jesus and to join his family, the Church. Our Missionaries carry and live out the gospel in London's neediest neighbourhoods where they live, work and worship, in partnership with churches.

To deliver our aspirations we have created clear lines of leadership, support and accountability for our entrepreneurial front-line mission teams. They are supported by our professional head office teams, and together we form one London City Mission team committed to the salvation of souls and the glory of God in London. As one mission team, we gather regularly to share fellowship, pray, train and hear updates that encourage and inspire one another.

Graham Miller was appointed as CEO ("Chief Servant") in 2013, being the youngest London City Mission CEO since its founder, David Nasmith. Following progress against a bold strategy over the last few years we have recently agreed an ambitious strategy for the next five years. This places a greater intentional emphasis on partnering with churches to envision, engage and equip the Church in its evangelistic cross-cultural urban mission to the least reached and hardest to reach communities of London.



London City Mission currently has an annual turnover of approximately £7 million, which supports the work of approximately 80 front-line missionaries, 40 Mission Associates and 20 short-term placements, as well as our support teams at head office. We are also blessed to steward a portfolio of over 200 properties used for missional purposes. This includes a number of community based centres.

London City Mission has strategic clarity, missional urgency and a desire to serve the church in reaching the least reached in London. We now need a Director of Fundraising and Supporter Relations to help us achieve a significant and sustainable growth in donations to enable and support achievement of LCM's new and ambitious five-year strategy.



# Fundraising and Supporter Relations

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As part of our five year strategy we will increase the number of churches that we partner and engage with and we will broaden and deepen that engagement to inspire, enable and equip them in mission. Our missionaries are increasingly required to lead, envision, and equip others in evangelism, as well as to be evangelists themselves.

Our ambition for growth and change in mission must be matched by an ambition to grow our donations to support this, and to develop our processes and ways of working to enable even greater impact and influence. We have, therefore, created this new Leadership Team level role to provide clear leadership and strategic direction to develop further the Fundraising and Supporter Relations operation and our established and committed team - which oversees individual giving, manages donor and supporter relationships, and church engagement. As a senior leader, this Director will collaborate and contribute to the collective success and accountability of the Leadership Team and to the wider development of London City Mission.

This role provides a unique opportunity to have an impact on reaching London with the good news of Jesus Christ. Key aspects of success for Fundraising and Supporter Relations going forward will be to:

- Continue to promote our Christian culture and ethos, based on our values.
- Develop and implement a successful strategy to secure significant growth in general donations: consistently achieving a target of four times the rate of inflation (which is twice our historic rate of growth).
- Lead, grow and develop the Fundraising and Supporter Relations team, building upon strengths and success to date.
- Further develop the effectiveness of our approaches through fresh strategic insight, innovation and risk-taking.
- Further embed our CRM system and relevant behaviours across the organisation to maximise donor development.
- Provide the Leadership Team with clear accountability, strategic insight and the 'voice' of supporters and donors to shape our direction.
- Work cross-functionally and collaboratively with other teams to deliver joint initiatives and successful outcomes.

A separate job description and person specification is available, setting out the role and the person we are looking for.





# Our values

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All of this is done in line with a set of values that LCM have developed to shape the way we work and relate with each other, with the Church and with the people and communities we engage with. Our values are set out below.

We are passionate about sharing the love of God and good news of Jesus Christ with the least reached in London, and to do this in partnership with churches.

To help us do this, we have developed a set of values which shape the way we work and relate with each other, with the church and with people in the communities we engage with:

#### **Rooted in Christ:**

Prayerfully dedicated to doing God's will and living his way, according to his word

#### **Christ-like love:**

Looking not to our own interests but to the interests of others because we are united as brothers and sisters in Christ

#### **God-glorifying excellence:**

Pursuing the best that we can be to glorify God and serve each other in all we do

#### **Spirit-inspired courage and perseverance:**

Standing firm, pushing through, paying the price for the sake of Christ and the gospel



# Statement of faith

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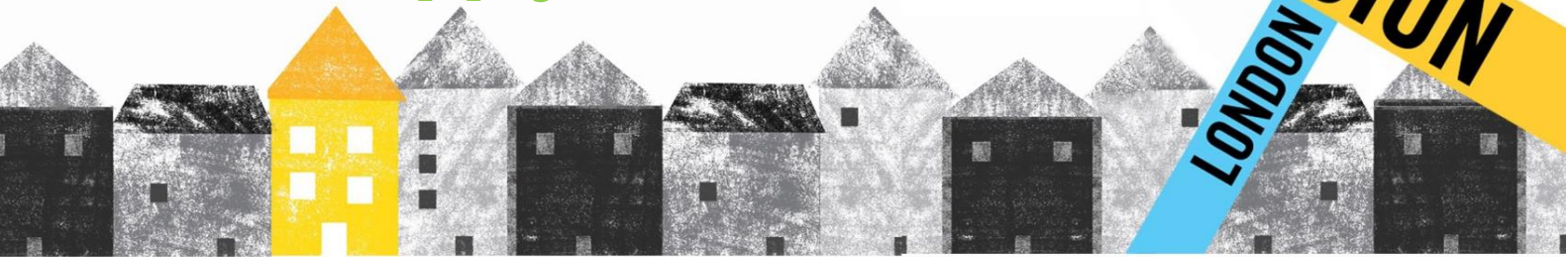
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## LONDON CITY MISSION STATEMENT OF FAITH

As Evangelical Christians we accept the following doctrines which we regard as crucial to the understanding of the faith, and which should issue in mutual love, practical Christian service and evangelistic concern:

- The revelation of the triune God given in the Scriptures of the Old and New Testaments and the historic faith of the Gospel therein set forth.
- The sovereignty and grace of God the Father, God the Son and God the Holy Spirit in creation, providence, revelation, redemption and final judgement.
- The divine inspiration of the Holy Scripture and its consequent entire trustworthiness and supreme authority in all matters of faith and conduct.
- The universal sinfulness and guilt of fallen man, making him subject to God's wrath and condemnation.
- The substitutionary sacrifice of the incarnate Son of God as the sole and all-sufficient ground of redemption from the guilt and power of sin, and from its eternal consequences.
- The justification of the sinner solely by the grace of God through faith in Christ crucified and risen from the dead.
- The illuminating, regenerating, indwelling and sanctifying work of God the Holy Spirit.
- The priesthood of all believers, who form the universal Church, the Body of which Christ is the Head and which is committed by His command to the proclamation of the Gospel throughout the world.
- The calling of all Christian people to a life of holiness and prayer according to the Holy Scripture.
- The expectation of the personal, visible return of the Lord Jesus Christ in power and glory.

# How to apply



To find out more about this role, and how to apply, please contact Allan Beckett and Jonathan Payne at Carnelian Search, who will be handling all applications for this role on behalf of London City Mission. Allan and Jonathan can be reached at the following email addresses:

[allan@carneliansearch.com](mailto:allan@carneliansearch.com)

[jonathan@carneliansearch.com](mailto:jonathan@carneliansearch.com)

Your application should reach Allan and Jonathan at Carnelian Search by 12 noon on Monday 23 September.

For shortlisted candidates the selection process will include two stages each involving a panel interview with senior LCM colleagues who will prayerfully assess and seek to discern the selection of the right candidate. Interviews will be held no earlier than two weeks after the closing date. Further details of the interview process and dates will be sent to short-listed candidates.