

Regional Director – Latin America

Hours/week: 5 days per week (full-time)

This Position is: Freelance/contractor working from home. Applicants need to live in Latin America.

Travel: This position will require local & international travel.

For more information please contact: Lucy McDonald: lucy@generositypath.org

To apply: Please send your CV, a cover letter and a statement of faith to Lucy.

We love that our Generosity Path team come from all over the world and speak numerous languages. Please be aware that within our organisation the common language is English so applicants need to have excellent oral & written English skills.

Please note: There is a Genuine Occupational Requirement for the job holder to be a practising Christian, we're looking for someone with:

- A vibrant and active Christian faith: this is essential for the credibility and performance of this role
- A secure understanding of the Christian faith and ability to engage people in faith issues specifically regarding generosity

GENEROSITY PATH

Generosity Path exists to see hearts fully surrendered to Jesus through radical generosity. Over the next 4 years (by the end of 2027) we want to spark indigenous movements of generosity in every tribe and nation – a first step towards our greater vision to see a world healed through generosity.

Our primary tool to achieve this is the Journey of Generosity (JOG), a simple, interactive experience that creates a space for people to have conversations about faith, life and money. Over four sessions lasting a single day, organised as an overnight retreat, or delivered across four separate sessions, we explore real-life stories of generous givers from around the world, study what the bible has to say about giving, and walk through some through-provoking activities. To date, we have brought together tens of thousands of givers in more than 100 countries across the globe.

Since we are fully and privately funded, we are able to create safe and inspiring environments for people to share without any concern that there will be an appeal for funds.

We believe God is already using Generosity Path to transform lives and are excited for the journey ahead.

Fun fact: We've recently become certified as a 'Best Christian Workplace'. Head to: <https://workplaces.org/certification#year=.y2023> to find out more.

Regional Director:

Objective: to oversee and expand our work in Latin America with a focus on sharing the message of biblical generosity and encouraging people to embrace a lifestyle of giving. This is primarily achieved through four areas of focus:

1. **Setting and Achieving Ambitious Targets:** Develop and implement strategies for growing Generosity Path's presence and impact in the region, with a specific emphasis on setting and exceeding targets related to the number of events run annually and the number of countries that we are present in.
2. **Recruiting and Training:** Recruit, train, and supervise local staff and volunteers to support the ministry's work in the region, with a strong emphasis on their role in achieving growth goals and themselves being trainers of networks – 'train the trainer.' These will drive a scalable growth model as we look to have an active generosity presence in every country of the world by the end of 2027.
3. **Network Development and Outreach:** Establish and maintain partnerships with networks of churches and Christian organisations, while also identifying and pursuing growth opportunities for Generosity Path resources and materials.
4. **Localisation of global marketing strategy:** In collaboration with the Product & Marketing team oversee the adaptation, and dissemination, of Generosity Path's content in order for it to be region and culture-specific i.e. translation, ensuring cultural relevance etc.

Reports To: the Growth Director and works closely with other Regional Directors and Generosity Path departments

Responsibilities:

- Set and achieve ambitious targets for growth and outreach in the region.
- Recruit, train, and supervise local staff and volunteers, emphasizing their role in achieving growth targets. Co-create a volunteer strategy for the region.
- Establish and maintain relationships with networks of churches and Christian organisations, with a view to integrating Generosity strategies into their operations.
- Coordinate and collaborate with other Generosity Path teams and departments to ensure effective and efficient operations, with a clear focus on achieving targets.
- Work with other GP departments to manage the contextualisation process of resources in the region.
- Monitor and evaluate the impact of the ministry's work in the region, with specific attention to growth-driven initiatives.
- Identify and pursue partnerships and collaborations with other organisations and groups in the region, with a goal of increasing growth opportunities.
- Plan and execute fundraising efforts to support the ministry's activities.

Desired qualifications/experience:

- Strong strategic thinking, particularly in setting and achieving targets.
- Strong regional networks that will expand our reach towards having a presence in every country by the end of 2027.
- Proven track record in sales, business development, or a related field.
- At least 5 years of experience in ministry, international development, or a related field.
- Demonstrable leadership, management, and interpersonal skills, with a focus on achieving targets.
- Able to work well as part of a cross-functional team, working closely with Growth and Operations teams for shared success.
- Strong communication and relationship-building skills, with the ability to persuade and influence others.
- Experience building volunteer networks.
- Ability to work effectively in a cross-cultural environment.
- A bachelor's degree in a related field, such as theology or international development.
- Fluency in English and at least one other local language.
- Willingness to travel frequently within the region.

Person Specification

- A strong commitment to the Christian faith
- Generous: passionate about the Generosity Path mission
- Curious: as to what makes people tick and how more people can hear the message of generosity
- Self-starter: able to work from own initiative in disciplined manner
- Critical thinker: able to use both qualitative and quantitative data in decision-making and problem solving
- Creative: an eye for what will engage audiences
- Emotionally intelligent: aware of who they are and how to adapt when part of a team
- Hungry: to grow in their faith, career, and personal development
- Global perspective: excited by cultural and contextual difference