

JOB DESCRIPTION

- Position:** Ministry Solutions Officer
- Location:** Remote with office in Colorado Springs, CO
- Reports to:** Director of Ministry Solutions
- Salary Range:** \$50,000 – \$65,000
- Travel:** Up to 30% seasonal travel required, mainly during conference periods.
- Position:** Full Time, Permanent

About the Role

We are seeking someone who is passionate about bringing their persuasive influence and honed sales skills to the work of fulfilling the Great Commission. If you've lived your whole life being told by others that you are a natural salesman or saleswoman, but would rather be working in ministry, then this role is for you. We are seeking a professional who is highly motivated, persuasive, personable, and disciplined - with a strong customer focus to join our team as a Ministry Solutions Officer. If you drive transformation by forging authentic relationships and building and nurturing a robust pipeline of ministry relationships and opportunities, then we need to hear from you. This role is ideal for someone who is entrepreneurial and has the spiritual gift of apostleship (re: five-fold ministry, Ephesians 4:11). You'll identify and engage potential new ministries through innovative multi-channel outreach, all while working independently to surpass cultivated relationship targets. The ideal candidate brings exceptional communication skills, self-driven initiative, and a passion for empowering Christian ministries and nonprofits with meaningful solutions.

About Us

We exist to help ministries who have their boots on the ground, those “feet on the street” organizations that meet people where they are—whether on the streets, in shelters, or in neighborhoods—bringing practical help and the hope of the gospel to the nations. Rooted in a Christ-centered mission, we believe unity multiplies impact, empowering ministries to transform lives and strengthen communities in ways none of us could achieve alone.

At The GC, we carry the unseen heavy load—things like donations, accounting, wages, government compliance and more—so the mission never has to pause. While our ministries carry the gospel, we carry them.

Key Responsibilities

- Serve as the primary point of contact for inbound inquiries via phone, email, or live chat: expertly handle questions, actively listen to assess needs, and consultatively guide potential new ministries to the ideal solutions.

- Drive sustainable business growth through strategic, long-term initiatives, including cultivating referrals and expanding networks within our national target market.
- Dedicate 20% of your time to focused prospecting and outbound outreach, generating qualified leads and opportunities through targeted communication channels like emails, calls, and social engagement.
- Serve as the primary point of contact for inbound inquiries via phone, email, or live chat, expertly handling questions, actively listening to assess the customers' goals and challenges, and guiding them to tailored solutions.
- Maintain deep understanding of our products and services to provide accurate, consultative information on our services, addressing customer inquiries with confidence and relevance.
- Drive sustainable business growth through strategic networking: identify and cultivate relationships with referral partners, key industry contacts, and existing clients in the nonprofit sector.
- Execute referral strategies by actively seeking high-quality leads from existing satisfied customers and ministry partners, leveraging their endorsements to expand opportunities.
- Conduct targeted research on potential clients matching our ideal customer profile (ICP) using tools like LinkedIn Sales Navigator, databases, and market insights to inform personalized outreach.
- Dedicate one day per week to focused prospecting and multi-channel outbound campaigns, including cold calls, personalized emails, and social media engagement (e.g., LinkedIn messages) to generate interest.
- Qualify leads by evaluating prospect needs, budget, and timeline, then seamlessly hand off sales-ready opportunities to the intake team for onboarding.
- Guide customers through the full sales process: provide solutions and pricing, handle objections, win ministries, and ensure a positive experience to foster long-term satisfaction and loyalty.
- Accurately document all interactions, leads, and activities in our CRM system, while tracking key metrics on lead generation, appointments, and conversions.
- Collaborate with sales, marketing, and leadership teams to share feedback on lead quality, referral effectiveness, and customer insights, and refining strategies for continuous improvement.

- Consistently achieve or exceed weekly, monthly, and quarterly growth targets for lead generation, pipeline building, and revenue contributions.

QUALIFICATIONS

- Proven experience in sales, lead generation or customer-facing roles.
- 5+ years experience working full time in the Christian nonprofit sector or ministry contexts
- Strong relationship management abilities and a genuine passion for connecting with people.
- Goal-oriented with the ability to handle sales rejection and stay motivated.
- A positive attitude, empathy, and excellent problem-solving skills.
- Self-motivated and target-driven, with the ability to work independently to achieve goals.
- Excellent organizational skills and the ability to manage a pipeline of prospects and relationships effectively.
- Proficiency in using CRM software.
- This position requires the signing of a Code of Conduct and Statement of Faith, indicating your acceptance of and agreement with our Christian values.

Apply today to contribute your skills to a mission-driven organization!

How to Apply:

Interested candidates are invited to submit a resume, cover letter, and references to hr@thegc.org. Please include Ministry Solutions Officer in the subject line.

As part of our recruiting process, we ask candidates to complete a short TRAITS assessment. This should take about 20 minutes to complete. Please click the link or copy and paste it into your browser's address bar to begin. <https://app.traits.com/survey/5d9f8609-1290-4a91-bf26-88724872ad66>