



**JOB TITLE:** Area Director  
**REPORTS TO:** Regional Director  
**POSITION:** **Full-time exempt**  
**LOCATION:** Tennessee/Arkansas

### **OVERVIEW**

CarePortal (CP), a ministry initiative of The Global Orphan Project (GO Project), is a connective technology platform uniting an interdenominational network of Christian churches collaborating with each other and child welfare systems for the good of children and families in crisis in their community. This network is supported by a team that develops relationships, infrastructure, and technology to empower each participating church. The goal is transformation in the lives of hurting children/families, the Church, and child welfare. Learn more at [www.careportal.org](http://www.careportal.org).

### **POSITION SUMMARY**

The Area Director (AD) is a critical field leadership team member of The Global Orphan Project's domestic ministry and the CarePortal (CP) Platform. This leader serves as champion for expanding, assessing, and improving the health of the CP's ministry ecosystem in local communities served by Regional Managers and Ambassadors working for GO Project and/or Implementing Partners in TN and later AR. In partnership with local field team leaders, the AD develops and maintains relationships with child serving agencies to serve as requesting partners. Additionally, the AD identifies and equips non-profit Implementing Partners to utilize the CarePortal platform to accelerate their own local ministry efforts and serve more effectively in their communities. This leader will have some direct field management responsibilities as assigned within existing markets and will lead the launch of new markets. In these roles, the AD will help identify and develop agency and ministry partner relationships, provide ongoing support, and lead fundraising efforts. The role requires relational, operational, and managerial strengths to drive collaboration across partner ministries, denominations and child serving agencies.

### **MAIN RESPONSIBILITIES (INCLUDING BUT NOT LIMITED TO)**

#### **Field Team, implementing partner and Requesting Agency Development**

- Lead, develop and manage the existing CarePortal field staff, optimizing performance to stated goals
- Train new field team and IP leaders to utilize the platform and in proven best practices for creating an ecosystem and creating meaningful care connections
- Identify and invite new Implementing Partners (IPs) into the CarePortal network
- Support new and existing IPs to accelerate their ministries through use of the CarePortal platform
- Maintain strong relationships with agencies and cultivate new requesting agency partnerships
- Vet and Invite new partners into existing networks in collaboration with IPs and existing field teams
- Build upon the revenue model to ensure ministry sustainability
- Cultivate effective relationships with a variety of Christian ministries and non-profits
- Grow child serving capacity of the whole Church through a strong network ecosystem with a focus on under-resourced metro areas with high numbers of children in foster care

## **Field Team, Implementing Partner and Agency Support**

- Develop a healthy ecosystem including agencies, IPs, and other partners mobilizing churches to serve local at-risk children and families via the CP platform before, during, and beyond foster care
- Mobilize, train, and support all GO Project field staff and implementing partners across the area
- Drive quantitative and qualitative improvement in key ministry metrics through partners and staff
- Regularly assess and improve the health of the CP ecosystem within existing markets
- Work with staff, partners, and agencies to increase Church engagement and to extend ministry reach
- Recommend ministry innovations and platform improvements to the Global Ministry Support team
- Cultivate partner relationships to provide resources, meet needs and/or support the platform costs

## **Fundraising**

- Coach and assist field staff in developing additional revenue sources
- Identify local fundraising opportunities and work with home office to complete grant applications
- Develop donor relationships to drive ministry sustainability and expansion
- Develop and achieve sustainable operating budgets

## **SKILLS AND QUALIFICATIONS**

- Committed to following Jesus and mobilizing others to serve His Kingdom
- Passionate ability to engage the whole Church and community to care for children and families in crisis
- Dedicated to GO Project's Mission and Core Values
- Skilled verbal and written communicator with teaching ability
- Aggressive learner who asks great questions
- Technology proficient
- Able to adapt and change
- Demonstrated record of operational, team effectiveness achieved through collaboration
- Strong time management and organizational skills
- Willingness to give and receive feedback and direction
- Willingness to conduct overnight business travel not to exceed 25% of time
- Minimum of six years of experience leading others in an organizational setting

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The above description is not intended to be comprehensive, but rather a focused list of priorities. This full-time, exempt role, like ministry, is relentless. Success provides the opportunity to not only build a career, but also bring much-needed support and care to local children and families in crisis in Tennessee and Arkansas and around the world. Successful candidates, like all GO Project team members, are expected to live and work consistent with GO Project's vision, mission, and values.

The Global Orphan Project is a 501c3 non-profit located at 3161 Wyandotte, Kansas City, MO 64111.

GO Project associates are at-will employees.

For consideration, email your resume, references, and cover letter to: [careers@goproject.org](mailto:careers@goproject.org)

[www.goproject.org](http://www.goproject.org) [www.careportal.org](http://www.careportal.org)