

# ***Thomas R. Moore Executive Search, LLC***

Is Pleased to Announce an Active Search Seeking a  
Director of National Development

For the

## ***Orthodox Christian Mission Center***

### ***The Organization***

The Orthodox Christian Mission Center (OCMC) located in St. Augustine, Florida is the official mission agency for the Assembly of Canonical Orthodox Bishops of the United States.



OCMC is a 501c3 Christian nonprofit organization working to bring people to Christ, establish the Church and share Christ's love. OCMC works in thirty different countries worldwide, has over 30 career missionaries, sends over 100 people annually on short-term mission teams and provides over \$500,000 in grants annually to accomplish its mission. <https://ocmc.org>



### *Brief History*

Established in the mid-sixties as a missions committee of the Greek Orthodox Archdiocese, the early efforts of OCMC were to collect funds to assist the efforts of the Orthodox Church overseas. For years the committee operated in this manner until 1984, when under the leadership and vision of Archbishop Iakovos, the Archdiocesan Mission Center was formed, with then, Father Dimitrios Couchell, appointed as its first director. In 1994, the Mission Center took its greatest step forward, when it became the official missions and evangelism agency of SCOBA, the Standing Conference of Canonical Orthodox Bishops in the Americas – thus unifying the effort with all Orthodox believes in America. Subsequently, SCOBA transitioned to become the Assembly of Canonical Orthodox Bishops of the United States of America. It is made up of all the active, canonical Eastern Orthodox bishops of the United States of America and comprises 13 Eastern Orthodox Jurisdictions.

Today, with the directive of the Great Commission as its guide, the Orthodox Christian Mission Center remains committed to carrying the message of peace and love through Jesus Christ to all nations. However, we find ourselves surrounded by the fact that one-quarter of the world has still yet to hear the message of Christ, and they will never hear this message unless there are messengers to be sent. There is a world out there that not only faces physical hunger, but a spiritual hunger as well. Therefore, the Mission Center, through its many programs, assists young and developing churches in reaching those who have not heard, helping those Churches to become established and to share Christ's love – ministering to both physical and spiritual needs.



### ***Organizational Leadership***

The Orthodox Christian Mission Center is led by a qualified paid staff of 18 along with a passionate and dedicated 26-member Board of Directors. Father Martin Ritsi, serves as the Executive Director for the OCMC. During Father Martin's tenure OCMC has grown from a budget of \$1 to over \$5 million; missionaries have multiplied fivefold, as have grants to mission countries around the world.

The energetic Chairman of the Board of Directors is Mr. John Colis of Chicago whose enthusiastic leadership has led the OCMC Board into advocating aggressive and realistic plans for continued program growth to further the organization's mission.



### *Location*

The new Director of Development will be based in the OCMC's Administrative and Training Center which was dedicated in May 2009 and is located in the beautiful historic city of St. Augustine located in Northeastern Florida on the coast of the Atlantic Ocean.

St. Augustine was founded over 454 years ago in 1565 by Spanish Explorers. It is the oldest continuously inhabited settlement in America founded by European settlers. A bustling city, the recent 2018 population of St. Augustine was listed as 14,576. St. Augustine is the county seat of St. Johns County and it once served as the Capital of the Spanish Territory in America.

Today, St. Augustine is an attractive community known for its beautiful beaches, brilliantly restored historic Spanish buildings, its calm carefree attitude, and its close proximity to the big city of Jacksonville and to five reputable institutions of higher learning. The major industries supporting this city and contributing to its new growth are tourism and manufacturing.



## ***The Opportunity***

OCMC has made good advances during the last twenty-four months under the direction of its seasoned Executive Director and its dedicated Board of Directors. The organization has established sound fiscal guidelines that have created a stable financial operation. A productive development department with major giving, digital and direct mail giving, grants, events and planned giving has generated over 5,100 individual donors and revenues of \$5.9 million. The major gifts program continues to grow and effectively build new relationships with donor prospects across the country.

The new development professional must now become one of the faces of the OCMC and expand current public awareness efforts regarding the work and needs of the OCMC among the diverse church communities across the country. The greatest opportunity of the selected candidate will be to build a comprehensive development program from the current digital, direct mail and annual gifts effort. The initiation of a more segmented solicitation plan, strengthening of the *moves management* program to begin developing a greater pool of major donor prospects from the current five thousand active donors is necessary.

To fulfill the organization's goal to expand ministries and reach greater numbers of people worldwide financial resources will have to increase. The new development professional leading the program must identify new sources of revenue to meet the growing needs of the organization. Increased philanthropic revenues in annual, digital, corporate/foundation, planned giving, and major gifts must be a priority. These very positive and attainable objectives are exciting challenges the new *fund development builder* should embrace and carry forward.

## ***Preferred Qualifications***

The Orthodox Christian Mission Center seeks a strong, confident, strategic and ambitious fundraising builder with a minimum of eight years of relevant comprehensive development experience. An individual with a proven track record of success and possessing the leadership skills to lead the organization and current development staff of seven to new heights of philanthropic accomplishment is needed.

The successful candidate must possess strong leadership skills along with the ability to effectively manage, motivate, and direct full-time paid and volunteer personnel. The ability to effectively reach out and establish relationships with believers, donors and church leaders is imperative. Proven experience in donor identification, cultivation, and solicitation is necessary along with knowledge and experience in cutting edge practices for major gift solicitation, special project campaigns, grantsmanship, planned giving, strategic planning, direct mail, social media and communications.

Strong verbal and written communication skills are essential in order to properly communicate with varied constituencies. An undergraduate degree from an accredited institution of higher learning is required with a graduate degree and/or professional fundraising certification preferred. Previous knowledge or the ability to quickly learn and respect the values and teachings of the Orthodox Christian Church is important.

## ***Compensation and Benefits***

The Director Development position provides a competitive base salary for the appropriate experienced professional.

General benefits include but not limited to: paid major health insurance, a 403b retirement program, 18 observed legal and religious holidays, paid vacation leave, sick leave, bereavement leave and marriage leave, along with annual performance evaluation and financial advancement.

## ***Interested and / or Nominated Individuals***

Interested professionals matching the outlined qualifications and wishing to obtain additional information should contact Mr. Tom Moore at Thomas R. Moore Executive Search, LLC, Bank of America Building, 2000 East Lamar Blvd, Suite 600, Arlington, Texas 76006

Correspondence with accompanied resume may also be forwarded directly by email to: [TRMSearch@msn.com](mailto:TRMSearch@msn.com).



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