



## Mobilizer – Independent Contractor Description

### SUMMARY

The mission of KiDs Beach Club® (KBC), and the role of the Mobilizer, is to mobilize churches to go outside the walls of their building and into the heart of the community. We do this by partnering with churches to provide after-school Bible clubs in public schools. The Mobilizer role is to engage churches, ministries and organizations to develop relationships that result in the fulfillment of the mission of KiDs Beach Club®. This is a home-based contract position with regular local travel required. Pay is straight commission for each Beach Club started, plus an annual bonus for reaching established goals.

**Supervisor:** Executive Vice President for Strategy and Organizational Growth (EVP)

### OVERVIEW

- Grow the number of Beach Clubs in your assigned region
- Hand off new clubs to appropriate KBC team members
- Grow awareness of the KBC brand in your assigned region

### RESPONSIBILITIES

- Meet goals for new club starts, currently set at 50 per year
- Maintain the KBC customer relationship management system (CRM) of prospective churches, schools and districts
- Develop a growing presence of KiDs Beach Club® in assigned region through consistent networking with churches and schools
- Participate in strategic growth opportunities such as associational meetings, conventions and other related events as appropriate
- Establish and conduct strategic growth events in assigned region
- Develop a pattern of consistent club growth in assigned region
- Develop and execute a club growth plan for assigned region in cooperation with corporate staff
- Ensure a smooth hand-off of new clubs to the assigned Club Relations Specialist
- Process new club contracts according to established guidelines
- Research the market and maintain a database of prospective schools, churches and leadership contacts in the KBC CRM
- Annually evaluate upcoming regional conferences to recommend events where KBC should exhibit
- Follow up in a timely manner all inquiries received from each event and log all information in the appropriate KBC database systems
- Maintain records of contacts and activities in the KBC CRM

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## PERSONAL

- Adhere to KBC Statement of Faith and Child Protection Policy
- Undergo annual KBC volunteer/team background check screening
- Support the mission and vision of KiDs Beach Club®
- Demonstrate behavior that is professional, ethical and responsible

## REQUIREMENTS

- Personal and growing relationship with Christ and active in a local church
- Excellent verbal and written communication skills
- Excellent presentation skills with the ability to speak to audiences of various sizes in a clear and compelling manner using PowerPoint or other presentation software
- Strong sales skills
- Significant “rolodex” of church related contacts across assigned region
- Comfortable working with Customer Relationship Management programs, email and other computer programs
- Three or more years’ experience in sales, business development, account management or related fields with a proven track record of successfully closing business opportunities
- Three or more years of ministry experience (paid or volunteer)
- Reliable vehicle with the ability to physically visit potential partners across assigned region
- Ability to occasionally travel overnight to exhibit at conferences
- Bachelor’s degree in a related field or significant experience in lieu of education

*Last updated August 7, 2019*

