



Opportunity Invitation
CHIEF EXECUTIVE OFFICER

Transforming Lives for Over 30 Years

The vision for using soccer to reach a lost world led Tim Conrad to establish Missionary Athletes International in La Habra, California in 1983. Just two years after its inception, MAI became a charter member of the global sports network, and in 1986, Dave Irby joined the burgeoning ministry as its first full-time staff member. By the fall of 1987, six other missionary sports leaders had joined MAI's staff. That growth in personnel and programs has continued steadily since.

Today, MAI is a global ministry with three divisions in the United States and twelve other ministry locations around the world. It is the parent organization for the Charlotte Eagles and the Southern California Seahorses, two top-tier competitive soccer teams competing in the Premier Development League (PDL). Executive leadership operations are located in Charlotte, North Carolina and Mission Support Services in La Mirada, California. Soccer ministry sites include La Mirada, Charlotte, and Chicago, with additional ministry programs supported through partnerships in Brazil, Colombia, Cuba, Czech Republic, Germany, Honduras, Japan, Kenya, Mexico, Peru, Thailand, and Ukraine.

Missionary Athletes International spreads the message of the Gospel and disciples young athletes through the organizing of soccer teams, camps, and short-term soccer tours abroad. These programs are augmented by other ministries, including clinics, school programs, and inner-city ministries. MAI also trains leaders to become sports ministers who develop partnerships with other Christian agencies. Over the last two years, MAI has impacted more than 30,000 lives through soccer camps, competitive international team play, coach training, and international ministry tours.

MAI is in its fourth decade of ministry and continues to fulfill its original mission to “**glorify God and see lives transformed by communicating the message of Jesus Christ through the global environment of soccer.**” Through the Lord's steady provision, MAI's reach has grown from a few summer soccer camps, one international tour, and a men's amateur team thirty years ago to impacting thousands of lives every year through multi-faceted, year-round ministries.



Training for a Lifetime of Service

It is widely known that soccer is the world's most popular sport. In fact, more countries belong to FIFA, the organization that governs international soccer competition, than belong to the United Nations, making it a perfect platform for global ministry. Through the common enjoyment of this worldwide sport, Missionary Athletes International generates teams that cultivate influential coaches and players who inspire people to flourish in and for Christ wherever they are planted.

MAI equips some of the most significant people in a young person's life to impact their spiritual trajectory through the most popular sport in the world by:

- Providing a unique team training environment that combines excellence in soccer, authentic community, ministry involvement, and spiritual growth.
- Providing opportunities for participants to live out what they have learned by loving and serving others through the sport of soccer in communities nearby and around the world.
- Sending trained athletes and coaches to be resources to churches, schools and other ministries.

*“The easiest way to a child’s **heart** is through sports. One coach will **impact more** young people in a year than the average person does in a **lifetime**.”*

- Billy Graham

[Watch this video about MAI's mission](#)



The Opportunity



*At the heart of MAI's mission statement is this purpose-driven, biblical initiative: "...to **see lives transformed** by...the message of **Jesus Christ**..."*

Missionary Athletes International is seeking a committed follower of Christ to serve as Chief Executive Officer and lead overall business management and strategic direction for the organization. The next CEO will be a relational leader who brings exceptional and innovative thinking to a ministry with a nearly four-decade legacy of reaching youth worldwide. S/he must also have an appreciation for the game of soccer and the unique vehicle for fellowship and discipleship that it affords. S/he will also possess expertise in, and deep experience with, fundraising activities that can lead to strategic growth—in addition to organic growth—through innovative programs and initiatives.

The CEO will be responsible for directing MAI's Executive Leadership Team, which includes the U.S. National Director, International Director, Director of Finance and Administration, and Director of Mission Support Services. The U.S. National Director manages the ministry programs through three Office Directors located at each of the U.S. divisions. The Director of Finance and Administration is based in Charlotte, and the Director of Mission Support Services oversees the donor services team in La Mirada.

The Opportunity

The new CEO must have the experience and leadership ability to address the following strategic priorities over the first 36 months:

- **Leadership Development:** As MAI attracts highly motivated, ministry minded young people, the need to deliver a structured mentoring process which will provide training to equip these future leaders will be key.
- **Financial Development and Sustainability:** The CEO is vital to the process of cultivating deeper relationships with existing donors and expanding the donor base by presenting a compelling narrative of its unique model and impact on lives around the world.
- **Organizational Cohesiveness and Knowledge Transfer:** MAI has a wealth of knowledge in the arena of sports ministry, which has been transferred from veteran leaders' experience to written curriculum and training processes. This intellectual property needs to be maintained, updated and protected to preserve the integrity of the material and to provide a consistent process for training staff.

The next leader will recognize and be passionate about MAI's unique opportunity to reach young athletes worldwide at a pivotal time in their spiritual formation. Given its global reach and missional vision, Missionary Athletes International must continue to grow to new levels. The new CEO will bring leadership, vision, and strategy to help take the ministry to the next chapter and beyond.



Responsibilities

Definition and Implementation of Mission, Vision, and Strategy

- Serve as a visionary and relational leader, inspiring those in the organization in the consistent pursuit of MAI's goals and initiatives.
- Ensure that MAI's mission, vision, and values are clearly understood and articulated at all levels of the organization, both internally and externally.
- Lead strategic planning for the organization as a whole, presenting strategies to the Board and other stakeholders and ensuring their implementation.
- Model and maintain effective and transparent communication to the MAI staff and Board.
- Actively works to create a prayer support network and, with the Board's help, secures financial commitments that directly or indirectly cover the salary and expenses of this position.

Operational Management

- Guide senior leadership in the management of all MAI operations to ensure efficiency, continual improvement, and adherence to its Christ-centered mission, vision, and values.
- Present business plans for each operational sector, including related budgets, annually to the Board.
- Manage programs and processes to generate income and manage expenses to achieve the annual financial budget.
- Analyze the operational results of the ministry and its principal components as they relate to established objectives; ensure that appropriate measures are taken to resolve challenges.
- Provide guidance to the Board and other stakeholders in protecting MAI resources in order to maximize the positive impact of donors' contributions.
- Review and approve various operational initiatives requiring material capital expenditures while respecting the global annual capital budget.
- Represent MAI in its relationships with its community of supporters, including important ministry donors and sponsors.
- Lead senior management in the oversight and execution of all necessary activities, overseeing various committees as needed.

Responsibilities, continued

Fundraising and Development Leadership

- Review and assess all current communications with donors and prospects, prospect research, solicitation of foundations, corporate and individual donors, gift planning, donor appreciation, and fundraising accounting.
- Ensure Missionary Athletes International has the flow of funds needed to make continuous progress towards achieving its vision and mission, and that the funds are properly allocated to reflect current and potential needs.
- Provide innovative leadership to expand local revenue-generating and fundraising activities to enlarge the donor base, which will support existing program operations and appropriate expansion.
- Develop external presence and relationships to garner new opportunities through community engagements and other public relations efforts specific to the ministry's target audience.

Team Management and Structure

- Lead the prayerful and courageous analysis of the organization's current structure, financial and operational capacity, and best-practice aspirations.
- Recruit, develop, and maintain competent, teachable, and productive management teams, ensuring they achieve the highest levels of excellence through training and the development and maintenance of constructive and transparent interactions.
- Create and cultivate a culture and structure within MAI that develops leaders and motivates staff to serve on a long-term basis.
- Encourage, train, mentor, and empower direct reports and their key managers to effectively consider new hires, promotions, and compensation conditions to assure the health, vitality, and sustainability of the organizational mission.
- Communicate pro-actively with the Board and associated committees with regards to all personnel and budget actions.

Key Candidate Characteristics

Most importantly, the new leader will be a mature believer who actively demonstrates a commitment to Christian living and MAI's statement of faith. The successful candidate will be passionate about the mission of MAI and combine this passion with leadership in the areas of future organizational development and success. S/he will demonstrate willingness and enthusiasm in collaborating with senior leaders to help ensure the implementation and achievement of board-approved performance objectives and strategic goals. The next CEO will bring a broad and perceptive understanding of MAI's unique position among global ministries and will expand upon its foundation by embracing flexibility and collaborative innovation, exemplary communication and interpersonal skills, and a people-first perspective to organizational direction. The new CEO will further God's global Kingdom by guiding MAI toward new opportunities for sound stewardship and positive impact.

Experience, Education, and Requirements

- Bachelor's degree + 10 years of progressively responsible P&L leadership experience in a ministry or comparable marketplace setting. Advanced degree preferred.
- Five years senior management level responsibilities.
- Demonstrated fundraising experience/success.
- Ability to lead high-performing teams; extremely adept at people-management.
- Connection to, and passion for, youth-focused ministries, particularly soccer/sports ministries.
- Willingness and ability to exhibit the servant leadership and standard of personal excellence expected from the rest of the team.
- Strong communication, public speaking, writing, and media relations skills.
- Demonstrated experience managing an organization of a similar size and financial condition.
- Demonstrated experience cultivating and expanding positive, long-term business, ministry, and community relationships.
- Some national and international travel required.

For more information or to apply for this position, please contact:

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