



Revenue Manager

Purpose:

Our purpose is to spread the Gospel from east to west to north to south, bringing the word of His Glory to the world and allowing the His Glory family to find community and grow in their faith.

Vision:

Our vision is to reach a billion people worldwide with the hope of the Gospel Message and the truth of Jesus Christ.

Mission Statement:

1. The Bible is the literal and infallible word of God.
2. My house shall be called a house of prayer. Prayer is the foundation of all ministry.
3. We are led by the Holy Spirit and the gifts of the spirit.
4. We have the Father's Heart for the lost, the poor, the elderly, the widow and the orphans.
5. We will be called the servants of the Most High God. We are here to serve Him in ministry.
6. In everything we do, we glorify our Lord. It is our love for Him that compels us.
7. Fivefold ministry according to Eph. 4:11 – The Apostles, the prophets, the evangelists and the pastors and teachers.

Job Title: Revenue Manager

Location: Remote/In-Person/Hybrid

Department: Revenue & Development

Reports To: Executive Team / COO

Status: Full-Time

Role Summary:

The Revenue Manager plays a vital role in overseeing and optimizing all revenue-generating activities at His Glory. This cross-functional role is responsible for tracking performance, coordinating teams, identifying new income streams, and ensuring strategic alignment across the organization's diverse monetization channels. The Revenue Manager will collaborate closely with the marketing, donor development, event, and media teams to help ensure consistent, mission-aligned growth—without handling financial accounts or bookkeeping.

Core Responsibilities:

1. Revenue Channel Oversight

- Monitor, track, and report on all His Glory revenue streams including:
 - Donations
 - His Glory E-commerce Store
 - Sponsorships and Ad Sales
 - Kingdom Economy Partnerships
 - Events and Ticket Sales
 - Digital Campaigns and Lead Funnels
 - His Glory TV subscriptions and pay-per-view
 - Merchandise and special campaigns

2. Campaign & Project Coordination

- Collaborate with marketing, donor development, and broadcast teams to coordinate fundraising campaigns, promotions, product launches, and revenue-driving initiatives.
- Track progress of campaigns across departments and provide weekly summary updates to the executive team.
- Ensure each initiative has clear goals, deadlines, and internal support.

3. Strategic Development & Revenue Optimization

- Evaluate current revenue performance across platforms and identify new income opportunities that align with the ministry's mission.
- Research trends and benchmark similar organizations to recommend innovative revenue models.
- Optimize cross-channel integration (e.g., sponsorships tied to livestreams, ecomm promotions during events, etc.)

4. Internal Collaboration & Communication

- Act as a liaison between revenue-producing departments and leadership, ensuring communication flows efficiently.
- Work closely with the **Marketing Department** to align messaging, visibility, and promotional timing for all revenue-generating efforts.
- Collaborate with the Sponsorship Sales Manager, Event Team, and Donor Relations on planning and performance.

5. Reporting & Performance Tracking

- Maintain high-level tracking dashboards (non-financial) showing weekly/monthly KPIs for each revenue stream.
- Coordinate with the finance team to receive actual revenue figures for final reporting without managing the funds directly.
- Share findings and opportunities for improvement in a simplified, actionable format.

Key Skills & Attributes:

- Strong organizational and project management skills
- Excellent communicator and cross-functional collaborator
- Strategic thinker with a bias toward execution
- High attention to detail and follow-through
- Familiarity with nonprofit, media, and e-commerce environments preferred
- Passion for faith-based initiatives and mission alignment

Success Metrics:

- Growth across each revenue stream quarter-over-quarter
- Timely execution and follow-up on all campaigns and initiatives
- Clear, organized reporting that drives executive decision-making
- New opportunities identified and piloted successfully
- Positive collaboration feedback from marketing and revenue teams

What This Role Is Not:

- **Not responsible for bookkeeping, QuickBooks, or direct bank access**
- **Not responsible for donor processing, invoicing, or financial reconciliation**

Qualifications:

- Passion for faith-based media and alignment with His Glory's mission.
- Strong communication and organizational skills.
- Willingness to wear many hats and contribute wherever needed.

What We Offer:

- Competitive pay, commission structure and performance-based bonuses, benefits, PTO
- Opportunities for professional growth and development.
- A dynamic and supportive team environment.

How to Apply:

Interested candidates should submit their resume, cover letter, and any relevant work samples or case studies to info@hisglory.me with the subject line " Revenue Manager Application - [Your Name]."