

Strategic Partnership Director

STATUS: FULL-TIME

BENEFITS: YES

REPORTS TO: VP OF STRATEGIC PARTNERSHIPS

OVERVIEW:

The role of the Strategic Partnership Director is to generate leads and secure long-term Community-to-Community partnerships.

KEY JOB RESPONSIBILITIES:

- Generate potential partnership leads
- Vet potential partners
- Lead international Vision Trips
- Partnership launch support
- Support relationship between partners and Partner Relationship Managers (PRM)
- Support network of advocates

GENERAL JOB RESPONSIBILITIES:

- Embrace, embody, support and communicate the Children's HopeChest Mission
- Acquire and maintain vast organizational knowledge
- Serve as a significant interface of the ministry to potential partner Churches and Connect Communities
- Relate skillfully and sensitively to multiple denominations and international cultures
- Collaborate with program team, travel coordinator, Partner Relations Managers, and international program teams in the on boarding of potential partners
- Meet weekly with VP of Strategic Partnership

REQUIRED PROFESSIONAL SKILLS AND EXPERIENCE

- Bachelor's degree
- Minimum five - ten years experience in non-profit or corporate sales
- Ability to articulate effectively, intelligently, credibly, and passionately the story of HopeChest, the nature of international orphan care, poverty and human rights work, and the biblical call to serve the orphan (James 1:27)

Strategic Partnership Director

REQUIRED PROFESSIONAL SKILLS AND EXPERIENCE, CONTINUED

- Highly developed capacity to accurately and objectively evaluate the effectiveness and outcomes of strategies, programs and activities, and to make appropriate adjustments
- Ability to create, implement, evaluate, and maintain effect lead generating strategies and collateral
- High competency in social networking and communication

ESSENTIAL PERSONAL QUALIFICATIONS

- Mature Christian faith exhibiting a consistent witness for Jesus Christ
- Exceptionally high level of honesty and integrity
- Passionate commitment to HopeChest's mission and core values supported by a servant's heart
- Self-starter, results oriented and tenacious
- Team orientated
- Effectively work with multiple teams
- Excellent relationship skills with demonstrated ability to earn trust and confidence of others
- Professional demeanor in written and oral communication
- Organized and efficient in administration and establishing and maintaining team reporting protocol and records
- Creative and energetic problem solver
- Comfortable in relating to a wide variety of people and personalities
- Intelligent listener and good interpersonal communicator
- Works well under stress and deadline pressures
- Disciplined with priorities
- Ability to take basic ideas from concept to reality

DESIRED PERSONAL QUALIFICATIONS

- Experience and success working with churches of various denominations
- Experience working with people who have access to a large network of Churches, businesses, social networks, or schools
- Cross-cultural ministry experience
- Master's Degree, not required, but preferred

TRAVEL REQUIREMENTS, 30%

- Domestic travel to launches and strategic potential partnerChurches
- 2-5 international Vision Trips a year