



### *Strategic Partnership Director*

#### **World Relief**

World Relief is an international relief and development agency. Founded in 1944 as the humanitarian arm of the National Association of Evangelicals, World Relief offers assistance to victims of poverty, disease, hunger, war, disasters and persecution. Headquartered in Baltimore, Maryland, the organization has offices worldwide. It is supported by churches, foundations, and individual donors, as well as through United States Government grants from USAID and other agencies. World Relief has been empowering local churches to resettle refugees in the United States for more than 35 years.



World Relief's mission is empowering the local Church – wherever local happens to be – to serve the most vulnerable. No other group of people on the planet is called or positioned like the Church to respond to crises like the one we face today. World Relief is currently one of the only organizations mobilizing and equipping Christians to serve refugees in the Middle East, Europe, and the United States.

#### **Position Summary**

The Strategic Partnership Director (SPD) will be responsible for planning and implementing major donor fundraising strategies and building a portfolio of individual major donors through cultivation, solicitation and stewardship best practices, acting as a public ambassador for World Relief and its mission, community, and beneficiaries.

The SPD's performance will be assessed based on a Balanced Scorecard measuring absolute income raised, year over year growth in income, new donor acquisition and donor retention and development. Income goals will be agreed based upon the current level of active donors in the assigned geography and the required balance between donor acquisition and donor retention and development. However, World Relief's expectation is that a SPD will be able to develop and manage a portfolio of donors yielding \$850,000 to \$1,000,000 within two to three years.

The ideal candidate has a personal relationship with Christ and is able to show genuine commitment to World Relief's Mission and a demonstrable passion to come alongside the poor, regardless of race, ethnicity, religion or culture, and personally feels a burden to connect them with God's love and the compassion of Christians in the United States. This person understands the centrality of the church as an instrument of God's grace and as a conduit for the compassion of his people.

## Qualifications and Characteristics

- Ability to engage major donors in the call to catalyze the grace and compassion of God in both Word and Deed
- Call on donors to invest in the mobilization of US and international churches in partnership, delivering high impact ministry on behalf of the "lost and the least"
- Emotionally intelligent, highly developed interpersonal and communication skills and the ability to articulate World Relief's mission and position persuasively to diverse audiences
- Works both independently with limited supervision and as a member of a team working in a virtual environment, where success involves effective collaboration with Brand Marketing, Church Partnership and Program as well as strong individual work focus and strong self management and time management disciplines
- Ideally has been on the ground in some of the countries where we work at some point in their career and has direct experiential rather than simply academic knowledge of the issues surrounding poverty and lack of access to opportunity
- Mature in perspective and temperament and fully at ease in the presence of high net worth individuals and in the circles of influence in which they often move
- Capable of developing and internalizing their own teachable point of view and connecting it to diverse donor interests and concerns
- Understands the art of complex solution as opposed to product selling
- Brings a network of personal relationships and connections that is relevant to our mission and could be leveraged in this role
- Five years of experience in fundraising with nonprofit organizations (faith-based nonprofits preferred), including major gifts fundraising or marketplace experience with relational selling
- Can evidence the technical knowledge, skills and success associated with that experience, including attention to details and follow through as demonstrated through effective project management experience, demonstrated writing and editing skills, and the ability to use donor tracking systems and analytics and knowledge of moves management philosophy and practices
- Prior experience in refugee resettlement, child and maternal health and relief and development would be a plus

Interested in more information on this position? Contact Halftime Talent Solutions:

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