



Job Description

Summary	
Job Title	Director of Strategic Partnerships
Department	Hope for Justice US Office
Location	Nashville, Tennessee
Full-time / Part-time / Job Share	Full-time
Reporting To	US Director
Job Purpose	The focus of this position is identifying and enabling strategic partnerships to provide steady funding streams, thereby enabling the organization to achieve its mission and goals.
Role Description	
<ul style="list-style-type: none"> • Develop a strategic Partnerships plan to meet corporate goals • Increase unrestricted revenues of US operations to achieve agreed targets, while sustaining the current level of donations • Work with the international team to develop an overall strategy to address long-term sustainability of funding streams • Work with donor retention staff to identify opportunities for sustainability and growth of current donor base • Develop Foundation and Corporate partnerships to engage in the mission and programs of Hope for Justice while building affinity for the organization which results in long-term collaboration and sustainable income • Facilitate the establishment of local funding opportunities to support community programs • Work collaboratively with key team members to develop and execute Capital Campaigns to support funding initiatives • Consult on grass-roots fundraising platform options • Secure key high net-worth donors (with ~>\$25K disposable income) to connect with • Work with the marketing team to develop church-specific products and materials. Secure large church partners and develop a strategic plan for ongoing partnership and funding • Identify gaps and solutions to address ongoing growth 	
Person Specification	
Knowledge and Expertise	<p>Essential</p> <ul style="list-style-type: none"> • Bachelor’s Degree • Direct experience of the US voluntary fundraising environment and specialist knowledge and understanding of funding initiatives, including corporate partnerships • Proven ability to create and develop strategic partnerships and engage with and influence organizational stakeholders • Excellent skills in cultivating and stewarding major gifts



HOPE FOR JUSTICE

	<p>and corporate partnerships</p> <ul style="list-style-type: none"> • Experience of producing strategies / plans and budget planning and monitoring • Strong networking and interpersonal skills • Experience in working with faith-based communities to establish partnership & strategies for fundraising initiatives • The ability to work in a self-directed manner, and as part of a team, with the ability to work virtually with a team across different time zones • Experience in managing and developing staff • Excellent organizational, written and verbal communication skills • Experience of proactively planning, balancing and handling competing priorities • An ability to translate strategy into tactical plans and lead on project implementation • Ability to motivate and enthuse team members, volunteers and supporters <p>Desirable</p> <ul style="list-style-type: none"> • 10 years' experience in a development/fundraising/ strategic partnership role and a track record of success
<p>General Competencies</p>	<ul style="list-style-type: none"> • Organised and methodical • Able to work in a team • Exceptional attention to detail • Works well with change • Values Self-Development • Able to prioritise own work • Decisive • Innovative and creative • Excels at negotiating and influencing • Excels at people/performance management • Excellent time management • Excellent problem solving • Proven ability to project manage • Supports and develops others well • Passion for the organisational aims of Hope for Justice • Willingness to travel up to 60% of the time
<p>Review</p>	
<p>Date Completed</p>	<p>14.04.15</p>
<p>Version Number</p>	<p>1.0</p>
<p>Approved By</p>	<p>CEO, Non Exec COO</p>