

Role Profile

Overview	
Role	US Partnership Team Leader
Main Purpose	<ol style="list-style-type: none"> 1. Develop and deliver the US national partnership strategy to achieve national income targets through existing and new income streams. 2. Lead, inspire and motivate US Partnership Team to achieve results, monitor area performance and provide regular reports and forecasts.
Department	Partnerships
Location	Nashville, Tennessee
Reporting To	Head of Partnership Operations
Main Duties	
<ul style="list-style-type: none"> • Develop and deliver the US national partnership strategy to achieve national income targets. Be accountable for meeting national income targets. • Develop, manage and grow income generative partnerships with key strategic partners including high net worth individuals, corporate and individual donors to achieve national objectives and recruitment targets. • Lead, inspire and motivate US Partnership Team to achieve results, providing for the development needs of staff within the team. Lead team meetings to analyze data, support and hold to account. • Monitor area performance and provide regular reports and forecasts to the Head of Partnership Operations on pipeline activity, movement and results against target. • Work as a member of the senior regional management team to give strategic input to the overall regional operation in the US. • Account manage key relationships with senior stakeholders in line with the globally defined approach and support the ongoing development of this approach. Lead on selected national accounts where appropriate. Run Account consultations and contribute towards our consultative approach. • Represent the organization at conferences, churches, events, and network meetings etc. including delivering presentations and workshops. • Work closely with Head of Partnership Operations, International Development Director and Partnership Directors across the Hope for Justice team to achieve successful income generation, continuous improvement and long-term impact. • Gather market intelligence and provide feedback to the organization on insight from your country and stakeholders. • Understand and uphold the standards outlined in the Hope for Justice Safeguarding policies, acting with due care and attention to safeguard the wellbeing of anyone that comes into contact with our work and reporting concerns if they do arise. 	

Key Result Areas

- Meeting personal and team annual income targets through the generation of new relationships with high net worth individuals, regular donors and corporates
- Growth in monthly regular gifts to support the work of the charity both in US and overseas
- Development, implementation and monitoring of US income strategy

Soft Skills

- Organized and methodical
- Able to work in and lead a team
- Exceptional attention to detail
- Works well with change
- Values self-development
- Able to prioritize own work
- Decisive
- Innovative and creative
- Excels at negotiating and influencing
- Excels at people/performance management
- Excellent time management
- Excellent problem solving
- Passion for the organizational aims of Hope for Justice

Technical Skills

- Experience of using CRM systems to analyze and report on income pipelines
- Experience of developing and delivering income generation strategies
- Excellent presentation skills utilising Microsoft Office and remote working software.

Experience & Education

- A strong commitment to the organizational aims of Hope for Justice
- Experience of meeting ambitious/demanding income targets in a previous role and effectively managing income pipelines.
- Experience of developing strategy and leading complex operations in a previous role.
- Experience of successfully developing and leveraging external stakeholder relationships in a previous role.
- Experience of building relationships with a range of internal stakeholders, and working to align varied, often competing, interests.
- Experience of matrix working and managing a complex workload in a previous role.
- Experience of successfully delivering presentations/workshops to external stakeholders in a previous role.
- Experience of successfully motivating and developing others to reach ambitious targets
- Direct experience of the US voluntary fundraising environment, encompassing corporate fundraising, community fundraising