



Position: Director of Strategic Partnerships

Location: Remote (hybrid office arrangement optional in VA, domestic and international travel)

Direct Report: Chief Development Officer

Background:

World Hope International (WHI) is a global, faith-based relief and development organization operating in 12 countries, including an affiliate fundraising entity in Canada. WHI's expertise is in global health, water and energy, and social protection, serving approximately 1 million people per year regardless of ethnicity, gender, race and religion. WHI is the official relief and development organization of The Wesleyan Church.

For over 25 years, WHI has pursued a vision of a just, safe, and equitable world. Our history demonstrates that effective and practical solutions exist to complex problems. Transformative change happens when marginalized communities experience opportunity, hope and dignity supported by innovative community, church, government, and private sector partnerships.

Job Purpose:

As WHI continues a trajectory of growth and scale, with the vision to serve 2 million people per year by 2026, we are hiring a Director of Strategic Partnerships to meaningfully engage with WHI's mission. This will include a wide variety of partners, with a special focus on churches, faith-based organizations, and businesses demonstrating how their commitment and financial partnership can bring opportunity to many. WHI is seeking a skilled networker with a bold approach to relationship building with faith-based organization leaders, and the ability to convert those relationships to an ongoing financial commitment.

The Director of Strategic Partnerships will play a leading role in communicating the mission of WHI and its global ministry to churches, faith-based organizations, and business across the United States with the purpose of building greater interest, involvement, and financial partnerships with WHI. The successful director's goal is \$750,000 over three years.

The position requires approximately 40% travel which is primarily domestic with regular visits to WHI's Alexandria, VA headquarters. International travel will also be required.

Essential Functions:

- Serve as a member of the Strategic Engagement Team and meet weekly.
- Lead and develop a strategic program of church involvement in key WHI priorities including program and prayer support, volunteer recruitment, advocacy, and fundraising.
- In collaboration with CEO, Strategic Engagement Directors, and the Chief of Marketing and Communication develop, implement, and evaluate strategies to significantly broaden and deepen the base of support from churches, faith-based organizations, and businesses across the US.
- Create and expand a body of supporting churches with concentrated efforts in The Wesleyan Church and other churches and ministries that subscribe to the mission and emphasis of WHI.
- Craft proposals and pitches that align with potential donors' interests and goals.
- Ensure compliance with partnership agreements and reporting requirements.

- Develop opportunities for recognition of church support and ministry through the implementation of a special recognition and appreciation program.
- Develop and lead international vision trips to share with donors what WHI is doing globally.
- Develop opportunities for church participation and involvement based on activities relating closely to their areas of interest, their goals and objectives, and their programmatic engagement with WHI.
- Serve as a resource to the local church to coach churches in their global ministry and intercultural programs.
- Assist churches and ministries in developing fund-raising projects (golf tournaments, marathons, and fun runs) that benefit WHI.
- Maintain records in the Customer Relations Management (CRM) system, Blackbaud.
- Represent WHI in joint ventures with Global Partners, the international mission arm of The Wesleyan Church.
- Represent WHI at key church-related conferences.
- Represent the church perspective to the Strategic Engagement Team.
- Assume other responsibilities as appropriate as assigned by the CDO.

Minimum Education / Experience:

- Bachelor's degree required. Master's degree preferred.
- A minimum of five years of progressively responsible development and/or church relations experience, preferably within a similar organization.
- Experience speaking in churches effectively, intelligently, and passionately.
- Track record of annually raising over \$500,000 from churches (or sales equivalent).
- Experience in planning and executing successful events for church groups within defined budgetary and programmatic guidelines.
- Highly developed capacity to evaluate the effectiveness and outcomes of programs accurately and objectively and to make appropriate adjustments.
- Strong communications skills, oral and written.
- Strong interpersonal skills and experience working on a multicultural team.
- Familiarity with church structure and operation. Knowledge of The Wesleyan Church's history and background is highly desirable.
- Ability to create and nurture productive working partnerships internally and externally.
- Proficient computer skills – especially the Microsoft Suite of applications (Word, PowerPoint, Excel, SharePoint).
- Experience regularly utilizing and updating a Customer Relations Management (CRM) system.
- Flexibility to travel, the majority of which will be domestic. Weekend and evening work will be necessary.
- Commitment to the values and mission of WHI.
- Supportive of the Wesleyan-Arminian heritage of WHI and its church-related network
- Demonstrate belief in the Apostle's Creed.

Working Environment / Conditions:

Standard office environment. Hybrid office/remote possible. Domestic and international travel required (up to 40% of the time).

Benefits include 15 paid holidays, 10 days paid sick leave, 20 days paid vacation, 8 weeks paid parental leave, 403(B) pension plan (Employer contribution after 1 year), Medical, Dental, and Vision benefits.

Salary: \$90,000-\$106,000