

Job Description – Partner Engagement

Organization:

The 410 Bridge serves the people of Kenya, Uganda, Haiti, and Guatemala through partnerships with N.A. churches and organizations. Our model of Christ-centered community development is centered on walking alongside local indigenous leaders in rural communities to help them implement sustainable solutions to meet their physical and spiritual needs. The 410 Bridge is a non-profit Christian organization located in Alpharetta, Georgia.

Position:

Reporting to the Partner Engagement Team Leader, responsibilities will include managing existing partner relationships (primarily churches) with an emphasis on new partner acquisition. The position will identify, qualify, and cultivate new partnerships from a variety of sources. The success of this position is measured by meeting the quantitative and qualitative goals established for the Partner Engagement team, including new church relationships, program funding, child sponsorships, and service trips on an annual basis. The ideal candidate will be committed to driving results and eager to create new & lasting relationships.

Major Responsibilities:

- Work in a team environment, under the direction of the Partner Engagement Team Leader, to develop and execute strategies for new partner development and existing partner cultivation. Responsible for generating varied revenue streams to meet annual program and organizational goals.
- Acquire and maintain organizational knowledge to effectively share 410 Bridge's model to partners.
- Responsible for developing a network of partners to further the 410 Bridge's mission.
- Identify, qualify, and cultivate relationships from a variety of sources to maximize engagement with partners through short-term trips, sponsorship, program funding, and events.
- Maintain ongoing timely communication with partners and donors.
- Organize and lead vision trips for cultivating partner relationships.
- Work closely with the Program Office to meet community-driven goals with teams, program funding and sponsorship.
- Maintain an updated and accurate database of relationships, documenting activities, opportunities, and action plans.
- Actively participate in departmental meetings and strategic planning discussions.



Personal Qualities:

- Growing personal relationship with Jesus Christ, and willingness to openly encourage others to grow in their relationship with Christ.
- Ability to work well with others, to collaborate; give and receive feedback with an open mind.
- Results-oriented and proprietary nature owner who takes personal responsibility for outcomes.
- Love of learning and desire for continuous improvement.
- Adaptability and flexibility.
- Self-motivated, self-starter, networker, organized, driven, and disciplined.
- Spiritual maturity and relational skills.
- Proven ability to generate & grow new business in private sector, and/or successful experience in fundraising in non-profit sector.

Job Competencies:

- Excellent written and verbal communication skills.
- Ability to interact and conduct strategic meetings with church and organizational leadership at the highest level.
- Ability to fundraise and create new relationships.
- Commitment to understanding 410 Bridge model, ministry programs, and strategic objectives.
- Technical skills: MS Office. Salesforce experience a plus.

Interested candidates can send their resume to HR@410bridge.org

