

Partnership Development Lead

Job Description

The Partnership Development Lead is responsible for prayerfully planning, organizing, and directing EvanTell's partner development/fund-raising efforts to facilitate our global ministry initiatives, while exuding a love for people and their walk with the Lord. The Partnership Development Lead reports to the CEO & must have a passion for evangelism, developing people & fundraising

Responsibilities and Duties

- *Prayerfully Lead and manage a Team toward the execution of strategic execution of partner development/fund-raising goals of EvanTell, which includes developing and implementing EvanTell's multi-year fundraising plans**
- *Identify, engage, cultivate, solicit, and steward current and prospective partners to expand their financial support of EvanTell's mission and ministry**
- *Identify & pursue potential development opportunities through Foundations & Grants**
- *Oversee all fundraising events and partner development communications by working closely with the CEO and all Cross Functional peers within EvanTell**
- *Supervise gift processing and acknowledgment, the partner database, and relevant financial reporting, including the information systems related to each**
- *Build and extend individual partner fundraising campaigns in terms of increasing average gift per individual, number, and frequency as well as moving individuals along EvanTell's donor acquisition and cultivation processes**
- *Lead, encourage and equip/train EvanTell Staff, Board Members & Volunteers to identify and cultivate partners; producing new development participation within their spheres of influence**
- *Assist Marketing & Communications Team in plans to enhance visibility & increase Ministry participation, by creating and improving development strategies that correlate with EvanTell's Ministry initiatives and methods of communication**
- *Keep informed of trends in philanthropy and fund development.**
- *Communicate fundraising goals & progress throughout the organization, updating on the progress of the development plan and accompanying programs and processes to Staff, the Development committee, and the Board of Directors**

Skills, Knowledge, and Abilities

Skills:

Relational - Strong interpersonal & networking skills, with excellent ability demonstrated in both written and oral communications, with a discerning love for people and their walk with the Lord

Strategic – Demonstrated ability in developing and executing Strategic Plans that would transfer into the ability to grow EvanTell’s Partner Base and Fund-Raising levels

Administrative – Must have demonstrated excellent ability in Project Management Leadership: planning, scheduling, organizing/delegating, and successfully managing the execution of complex, long-term initiatives with minimal supervision

Knowledge of:

Christ-centered Servant Leadership, stewardship, philanthropy, and development

Traditional and emerging fundraising strategies

Social Media and Digital Communication Platform *utilization*

Microsoft Office Tools

Ability to:

Develop and Cultivate New Relationships, passionately enlisting people in EvanTell's purpose, goals and mission (Lead and Inspire Others)

Grow the Ministry Impact of EvanTell by asking individuals & organizations for financial support

Adhere and champion EvanTell’s core values

Education and Experience

Position *requires* a minimum of a Bachelor's degree

Experience Leading and Managing a Team of Direct Reports is highly preferred

Experience in sales, marketing, public relations, campaigning, fundraising or related field is *preferred but not required*

Extensive experience with CRM software is *preferred but not required*