

# Regional Relationship Manager

## **DEPARTMENT: Partnership Development (within Partner Relations)**

### Summary

As a member of a regional Partnership Development Team, this role is responsible to develop and maintain relationship with a portfolio of Church & Donor Relationships within a specific geographic region for the purpose of forming collaborative partnerships benefitting each partners' missional goals and seeking to achieve the activity & acquisitional goals of the team & organization.

This position reports to a Regional Supervisor, functions within a regionally focused team of peer relationship development professionals (each with distinct portfolios) and is specifically tasked with executing Church & Donor engagement strategy within the overarching mission of releasing children from poverty in Jesus' name.

### Ministry Focus

Since Compassion Canada is a Christian Mission organization whose role involves both ministry in and to the local church, both in Canada and abroad, and since it is expected of our donor base that we operate as a Christian ministry giving honour to Jesus Christ, each employee of Compassion Canada shall:

- a. Participate in regular chapel services,
- b. Pray with donors when requested by same or when deemed appropriate with donor's permission.  
(This will apply to some positions more than others),
- c. Conduct themselves in a Christ-like manner at work and outside the workplace,
- d. Promote the evangelical approach to ministry that Compassion Canada has adopted and put into practice.

### Duties and Responsibilities:

- Under the leadership of a Regional Supervisor, maintain relationship with a group of regionally situated Churches & Donors for the purpose of fostering collaboration and attending to the resource needs of Compassion's programmatic activities – Sponsorship, Survival, and Complementary Interventions;
- Proactively engage in research, prospecting, making contact with, and engaging conversation toward relationship with new partners;
- Implement engaging partnership strategies with agreed-upon & measurable relational landmarks, goals, and vision;
- Regularly update Corporate Customer Relationship Management database with all relational activities completed & expected upcoming;
- In consultation with the Regional Supervisor, regularly review current activity & acquisition reports related to your portfolio and attend to notable trends;
- Participate in the refinement, execution, and improvement of relational engagement strategies based on 'real world' experience and proven best practices;

- Attend to maintaining current and accurate knowledge of programmatic activity & international development trends in order to comprehensively advise on these matters while representing Compassion to sponsors and donors;
- Plan, execute, and present at Compassion-related events;
- As needed, attend and assist with other Church Events, Conferences, and Tours;
- In collaboration with regional Volunteer Support Facilitators, enlist and prepare volunteers for Compassion presentations & events;
- When appropriate, enlist Compassion Ambassadors, Speakers, Alumni, and the like for the purpose of presenting on behalf of Compassion;
- Manage & submit reports for personal expenses, time sheets, and domestic travel;
- Regularly meet with Regional Supervisor for the purpose of reviewing current activity and progress toward team and individual targets;
- Develop and execute customized multi-year, multi-product strategic engagement plans with key church partners, inclusive of the broad range of Compassion's programmatic and advocacy interventions;
- Stay apprised of organizational partnerships (such as 'Advisors with Purpose') which serve as a resource to our supporters with planned giving / estate planning;
- Carry out additional responsibilities and projects as assigned.

### Qualifications Required:

- A member in good standing of a local Church Community with theological positions consistent with those of Compassion Canada;
- A working knowledge of church, giving, donor, and volunteer trends in Canada;
- Self-starter attitude & aptitude balanced with an ability to function well as part of a dynamic interdisciplinary team;
- Goal and outcome oriented;
- Ability to develop and maintain effective partnerships, with a track record of growing relationships and revenue;
- Expertise in fundraising with in-depth knowledge of church trends, major gift strategies, planned-giving, and portfolio management;
- Honesty and integrity – ability to be discreet and confidential;
- Excellent communication, planning, organizational, interpersonal, and analytical skills;
- Eagerness to find new and creative ways to increase Compassion's influence;
- A proven skill and proficiency in related fundraising and/or sales environments;
- Marketing awareness with an aptitude for utilizing emerging, social, and traditional media in partnership development activity;
- Ability to work at an advanced level with a variety of systems, including desktop applications, databases, report writing applications, and CRM software;
- Willing and able to travel regularly both regionally and domestically, occasionally for multiple days in a row;
- Strong administrative skills and not deterred by clerical work.

### Education Required:

- Degree or Professional Certification in Fundraising, Church Ministry, Sales, Marketing, or Public Relations is an asset;
- 3-5 years' experience in a related field is an asset.



### Supervision:

Received: Regional Supervisor  
Given: None

### Contact:

Within: Staff  
Without: Public, Supporters, Donors, Pastors, Artists, Ambassadors, and Organizational Leaders

**NOTE:** The foregoing statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties, and skills.