

Position Description: Church Partnership Manager

Position Title	Church Partnership Manager
Location:	Chatswood; Sydney (some interstate travel required)
Reports to:	Head of Supporter Engagement
Direct Reports:	0
Work type	Fulltime; 5 days
Contact name	Brett Cannings, Head of Supporter Engagement
Contact phone/email	(02) 9712 8222; recruitment@worldshare.org.au

About WorldShare

For over 75 years, WorldShare has existed to transform lives and restore hope around the world, by connecting Australians with people in need overseas, so that together, we love like Jesus.

We are a Christian aid and development organisation which embraces God’s mission to help and love those in need, particularly the most vulnerable and marginalised. We empower the outcast and forgotten through education, training and improved health outcomes, so they can have hope for the future.

We work through local Christian partnerships in Africa and Asia to bring lasting change to communities; particularly to vulnerable children, disempowered women and those excluded from their communities.

Role purpose

To lead and inspire new and existing supporters to connect deeply with WorldShare and its international partners through prayer, giving, and learning. This pivotal role will Inspire and connect New and Existing Church relationships to WorldShare and its international partners through giving, learning, visiting and prayer.

Key responsibilities

- Actively develop new partnerships primarily with churches and supporters. However, will include corporates, businesses, donors, community groups, advocates and ambassadors to increase WorldShare’s profile, impact and influence.
- Cultivate, nurture, and grow existing partnerships with churches.
- Present and speak at conferences, churches and events as required to highlight the work of WorldShare.
- Maintain accurate documents utilising Salesforce and other databases for all existing and potential partnerships to facilitate growth.
- Contribute to the planning and implementation of expansion strategies for all fundraising opportunities.
- Achieve financial and non-financial targets by developing church engagement opportunities in line with national strategies

Key attributes required

We are looking for someone with the following skills and experience:

- A strong commitment to WorldShare's values and Christian ethos including acting with integrity, support for the biblical theology that informs WorldShare's development approach and the ability to participate in times of prayer and biblical reflection.
- Well developed communication skills, including persuasive negotiating and public speaking abilities
- In depth knowledge and networks within the local church context and/or philanthropic fundraising landscape.
- Well-developed personal skills, including the ability to understand supporter insights and needs and to respond appropriately
- A proactive, results and action-driven professional approach with the ability to generate ideas, think innovatively and problem solve
- Strong organisational skills with the ability to deliver to deadlines and budget
- Demonstrated ability to respond effectively to challenges and to work effectively in a small diverse and busy team environment
- Experience in using Customer Relationship Management (ideally Salesforce) and Content Management Systems
- Experience in a comparable working environment, including working for a not-for-profit or Christian development and mission organisation (highly regarded) ``

Why work with us?

WorldShare has a deep and rich history of supporting local Christian partnerships around the world, and we are ambitious and innovative about our future.

We are passionate about our cause of restoring hope and transforming lives – and by working with WorldShare, you will make a direct contribution to this vision.

We do things differently:

1. We support locally led development as we believe this is the most effective and sustainable way to truly transform lives. We know that local people best understand their communities, both the problems and the solutions, and they are with their communities for the long haul.
2. We deliberately seek out grassroots organisations which typically miss out on funding from larger international NGOs. Our partners might be small, but they make a big impact! Choosing grassroots organisations means that we deliberately choose to engage in deeper, more intensive partnership support.
3. We believe that the gospel is best shown in word AND deed and our overseas partners pursue integral mission.

4. We love partnership and we delight in connecting Australians with partnerships overseas. Together, we can do more. We all have a part to play.

WorldShare employees enjoy a fun, collaborative environment, as well as competitive remuneration with salary packaging benefits, workplace flexibility, regular time for spiritual practices, paid parental leave and professional development.

These are WorldShare values which we aim to live out in all we do:

1. Love Like Jesus (LOVE)

My command is this: Love each other as I have loved you. John 15:12 (NIV)

We believe we are all created in God's image. Jesus showed us how and who to love and that the outcast and forgotten are valuable in God's eyes. He calls us to do the same. In all our work and relationships, we aim to love like Jesus.

2. Empower Transformation (EMPOWERMENT)

Therefore encourage one another and build each other up. 1 Thessalonians 5:11 (NIV)

Jesus came so that we may have life and have it to the full. In our work with communities, partners and each other we commit to encourage, equip and empower one another to reach our full potential.

3. Strive for Excellence (EXCELLENCE)

Whatever you do, work at it with all your heart, as working for the Lord. Colossians 3:23 (NIV)

In all that we do, we are professional, continuously improving and innovative in a way that brings glory to God.

4. Walk in Partnership (PARTNERSHIP)

For we are partners working together for God. 1 Corinthians 3:9 (GNT)

Together we are the body of Christ. We walk with our partners, supporters and each other in long-term, respectful relationships. Through these genuine partnerships we increase our impact and grow the Kingdom of God more than we could alone.

5. Work with Integrity (INTEGRITY)

*Our purpose is to do what is right, not only in the sight of the Lord, but also in the sight of others.
2 Corinthians 8:21 (GNT)*

In all that we do, with our partners, supporters and each other, we demonstrate honesty, transparency and integrity as though representing the Lord.

6. Embrace And Drive Change (INNOVATION)

'Well done, you good and faithful servant!' said his master. 'You have been faithful in managing small amounts, so I will put you in charge of large amounts. Come on in and share my happiness!' Matthew 25:21 (GNT)

We seek out and implement ways to improve our effectiveness, so that the resources we have can be used for greatest impact.

Questions about the role?

Please contact WorldShare's Head of Supporter Engagement, Brett Cannings, on (02) 9712 8222 or by email at recruitment@worldshare.org.au

Safe Guarding

Please note that (1) WorldShare is committed to safeguarding and maintaining an environment free from abuse, harassment and exploitation. The recruitment process will include safeguarding checks and questions. WorldShare staff are required to provide a Police Check and Working with Children Check. (2) Applicants must have the legal right to work in Australia.