

## Regional Stewardship Director – Mid-Atlantic

### Who We Are:

The Water Mission® organization is a Christian engineering nonprofit that designs, builds, and implements safe Water, Sanitation, and Hygiene (WASH) solutions for people in developing countries and disaster areas. Since 2001, Water Mission has used innovative technology and engineering expertise to provide access to safe water for nearly four million people in 55 countries. Water Mission has 350 staff members working around the world in permanent country programs located in Africa, Asia, Latin America, and the Caribbean.

Notably, Charity Navigator has awarded Water Mission its top four-star rating 12 years in a row, a distinction shared by less than one percent of the charities rated by the organization. To learn more, visit [watermission.org](http://watermission.org).

### Position Summary:

The Regional Stewardship Director, based in the Mid-Atlantic, represents the ministry of Water Mission in building long-term partnerships with current and prospective major investors in the region. Their focus is on sharing what God is doing through the ministry and intentionally developing relationships that invite people into deep and meaningful partnerships to will facilitate the ongoing funding of Water Mission programs.

This position is based remotely (from a home office) and reports to the National Director of Investor Partnerships. It is part of the larger development team headquartered in Charleston, South Carolina. He/She is expected to travel 50-80 nights annually, including domestically and internationally as necessary.

### Qualifications Required:

- Bachelor's Degree
- Master's degree and CFRE are beneficial, but not required
- 3+ years' experience in successfully developing relationships with high capacity individuals
- Experience in raising \$1,000,000+ annually through major gifts
- Excellent development and communications skills
- Willingness to travel 50-80 nights annually, including domestically and internationally

### Position Responsibilities:

- Intentionally Create and Build Relationships
  - Personally engage partners through a variety of means such as personal visits, special events, vision trips, and other meaningful touches (with a priority on face-to-face interaction).
  - Manage a portfolio of approximately 150 priority partners.
  - Grow the portfolio by developing new giving partnerships through networking and research.
  - Develop and execute an annual plan including an individualized engagement strategy for advancing each relationship.

- Present Opportunities for Partnership
  - Invite people into deep and meaningful partnership through giving opportunities that align their ministry passions with the mission and programs of Water Mission.
  - Seek other opportunities for partnership that utilize a partner's influence, time, and talent.
  - Specifically seek the leading of the Holy Spirit through each relationship and encounter.
  - Show opportunities for partnership that invite investors into a deep and meaningful relationship that aligns their ministry passions with Water Mission's mission and programs.
- Serve and Care for Partners
  - Thank partners well by providing personal and timely acknowledgement.
  - Minister to donors by connecting on a spiritual level; encouraging their walk with the Lord, praying with and for them, and incorporating principles of Biblical stewardship as appropriate.
  - Provide customized impact reporting.
  - Keep partners feeling connected, updated, and valued as true partners.
- Personally represent Water Mission at events as needed.
- Grow the partner portfolio by discovering and developing new giving partnerships through intentional networking and research.
- Remain updated on global events and all aspects of ministry programs through personal study of Water Mission website, department wiki, public communications, and news outlets.
- Accurately document all constituent contact information using Blackbaud's Raiser's Edge software.
- Report investor/prospect engagement activity and outcomes monthly to the VP.
- Work remotely while participating in weekly video conferencing with VP and development team, and other meetings as deemed necessary.

**Competencies Required:**

- Initiative
- Relationship Building
- Results Orientation
- Attention to Communication
- Integrity and Truth

Interested, qualified applicants should apply at: <https://watermission.org/get-involved/join-our-team/careers/>