



Regional Stewardship Director – Southern California

Who We Are:

Water Mission® is a Christian Engineering Ministry focused on saving lives by providing sustainable access to safe water and sharing the good news of eternal salvation through Jesus Christ. As a Christian ministry we exist to honor God by loving Him, loving other people, and being intentional about sharing God's love for us through his Son Jesus. As an engineering organization we design, construct, and implement safe water, sanitation, and hygiene solutions for people in developing countries and disasters.

The ministry was founded in 2001 as a 501(c)3 public charity. Our commitment to our Core Values of Love, Excellence, and Integrity has positioned the ministry to be used by God to develop innovative engineering and community development systems, processes, procedures, and technologies that have provided safe water and the Gospel to over four million people in 55 countries. Currently, Water Mission is headquartered in Charleston, South Carolina where a staff of approximately 70 engineers and specialists in the areas of logistics, community development, Biblical stewardship, marketing and communications, donor care, finance/accounting, and information technology, support a global staff of approximately 350 engineers, technicians, community development specialists, and support personnel in country programs located in Africa, Asia, Latin America, and the Caribbean.

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. Since its inception, Water Mission has felt called to a two-part strategy. Part one is to implement best in class safe water projects to save people's lives. Part two is to be a resource to other global implementing organizations in order to achieve transformational scale in the rate at which people's lives are saved. For the last nine years, we have witnessed the Lord's blessing of this ministry that has positioned us to accomplish our strategy. Significant and sustained growth in the ministry is now requiring that we restructure our current organizational structure and recruit experienced and highly talented executive leaders. Learn more about Water Mission at watermission.org.

Position Summary:

The Regional Stewardship Director, based in Southern California, 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:

- Personal and living relationship with Jesus Christ as Savior.
- Alignment with Water Mission's Statement of Faith and Core Values of Love, Excellence, and Integrity.

- Alignment with the principles of servant leadership as embraced by Water Mission.
- 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:

- Maintain a strong Christian witness to colleagues, vendors, donors, charitable beneficiaries, and general public.
- Maintain a high-level knowledge of Water Mission's projects and activities which require funding and all practices that impact donors and volunteers.
- 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
 - Takes action without being asked or required to do so
 - Initiates individual or group projects and takes complete responsibility for their success
- Relationship Building
 - Develops rapport easily with a variety of people.
 - Modifies communication style to fit the personality culture of others.
- Results Orientation
 - Sets stretch goals.
 - Strives to achieve goals.
 - Develops standards against which to measure behavior and performance.
- Attention to Communication
 - Organizes and expresses ideas clearly.
 - Creatively identifies and utilizes effective communication methods and channels.
- Integrity and Truth
 - Follows through on commitments and agreements.
 - Admits mistakes in spite of potential for negative consequences.

Interested, qualified applicants should apply at: www.watermission.org/careers