Regional Partnerships Director – Charleston, South Carolina

Who is Water Mission?
Water Mission is a rapidly growing Christian engineering nonprofit working to end the global water crisis by building safe water, sanitation, and hygiene solutions in developing nations and disaster areas. Guided by love, excellence, and integrity, we are driven to share clean, safe water and God’s love with all. To date, we have served more than 5 million people in 56 countries. Working at Water Mission is as much a calling as it is a career, and we are searching for people with the courage, passion, and drive to help us change the world.

What is the opportunity?
The Regional Partnerships Director, based in Charleston, South Carolina, 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 facilitate the ongoing funding of Water Mission programs. This position is part of the larger development team based out of Water Mission’s headquarters and reports to the National Director of Investor Partnerships. He/She is expected to travel 50-80 nights annually, including domestically and internationally as necessary. A successful Regional Partnerships Director will:

- 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)
  - Manage a portfolio of approximately 150 priority partners
  - Grow 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 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, meaningful relationship that aligns their ministry passions with Water Mission’s programs

- Serve and Care for Partners
  - Thank partners well by providing personal and timely acknowledgement
  - Minister to donors 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
- 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
What is required?

- Personal and growing relationship with Jesus Christ
- 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

Interested, qualified applicants should apply at watermission.org/apply.