Mission
To invest in the dreams of families in the world’s underserved communities as we proclaim and live the Gospel.

Method
We share the hope of Christ as we provide biblically based training, saving services, loans that restore dignity and break the cycle of poverty.

Motivation
The love of Jesus Christ motivates us to identify with those living in poverty and be His hands and feet as we strive to glorify God.

Regional Representative
JOB DESCRIPTION
The regional representative is responsible to serve as a regional extension and ambassador of HOPE International in his/her region. The New England region includes New York, Massachusetts, Maine, Vermont, New Hampshire, Connecticut, and Rhode Island. S/he will be responsible to increase, strengthen, and diversify HOPE’s funding sources and will be expected to meet annual fundraising goals. This is an entrepreneurial position. To succeed, the candidate must be an internally-compelled self-starter who is willing and able to take initiative in establishing a long-term, vibrant and engaged constituency of HOPE supporters in his/her local region.

LOCATION: Boston, MA
LEVEL: Professional
DEPARTMENT: Development
REPORTS TO: Senior Regional Development Manager
CATEGORY: Exempt, Full-time, Domestic Employee
RESPONSIBILITIES


Hold at least 30 face-to-face meetings or donor calls monthly and document in HOPE’s database

Retain 85% of major donors and 65% of other relational donors in region

Grow giving by $250,000 within two years from new and inherited donors (this number may vary depending on region and number of inherited donors)

Develop and cultivate base of at least 5 major donor relationships within two years (each giving over $10,000 annually)

Guide a vibrant Local Advisory Board in Boston with 6+ members

Plan or coordinate local engagement events, including 1 event annually with at least 50 people in attendance

Invest in and develop church partnerships

Facilitate meetings and introductions of high-impact supporters with HOPE’s senior leadership

Invest in and help develop partnerships in conjunction with HOPE’s giving product owners

Mobilize and accompany donors to visit HOPE programs abroad

Attend weekly development team meetings, staff meetings and devotions via conference call

Attend two weeklong staff retreats annually

QUALIFICATIONS

Personal confession of faith in Jesus Christ and commitment to the mission and vision of HOPE International

Three plus years of fundraising, sales, or other relevant professional experience strongly preferred

Demonstrated lifestyle of Christ-like humility, compassion and generosity with time, talents and treasure

Established track record of taking initiative

Exhibits relational warmth and conversational maturity

Energized by gathering people together, sharing about HOPE, and strengthening connections

Excellent ability to connect with people

Willing to make regular daytrips around the region to connect with donors
Excellent oral, written, and public communication skills

Strong organizational skills, including effective time management and willingness to perform administrative tasks

International experience and cross-cultural skills helpful

**HOW TO APPLY**

Apply online at [https://www.hopeinternational.org/take-action/careers](https://www.hopeinternational.org/take-action/careers). Due to the anticipated volume of candidates, we are unfortunately unable to respond to phone calls or individual inquires.