



HOPE
INTERNATIONAL

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, and 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 – Great Lakes

JOB DESCRIPTION

The regional representative is responsible to serve as a regional extension and ambassador of HOPE International in his/her region. S/he will be responsible to increase, strengthen, and diversify HOPE's funding sources there and will be expected to meet annual fundraising goals.

LOCATION: Greater Chicago, IL, or Greater Grand Rapids, MI preferred

DEPARTMENT: Development

REPORTS TO: Associate Director of Development

BAND: Professional

STATUS: Full-time, exempt, domestic employee

FULL SUMMARY

The regional representative is responsible to serve as a regional extension and ambassador of HOPE International in his/her region in partnership with the Associate Director of Development. S/he will be responsible to increase, strengthen, and diversify HOPE's funding sources there 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.

RESPONSIBILITIES

Promote and contribute to the fulfillment of HOPE International's mission and vision.

Region of responsibility is Illinois and Michigan

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 relationships 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)

Manage up to 250 donor relationships in region

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

Partner with Associate Director of Development to lead a vibrant local HOPE board in primary city with 6+ members

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

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

Recruit staff, interns and volunteers to work with HOPE domestically and abroad

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

Passionate commitment to HOPE's mission of Christ-centered economic development;

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

Passionate about sharing the mission of HOPE;

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

Established track record of taking initiative;

Exhibits warmth and charm that immediately puts others at ease;

Excellent ability to connect with people;

Willing and able to travel; some overnight and international travel required

Excellent oral, written, and public communication skills;

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

Bachelor's degree in relevant field;

International experience and cross-cultural skills helpful.

HOW TO APPLY

Apply online at <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.