

# Partnerships Director

**Hours/week:** 5 days per week (full-time).

**This Position is:** Freelance/contractor working from home.

**Travel:** This position will require international travel.

**For more information please contact:** Lucy McDonald: [lucy@generositypath.org](mailto:lucy@generositypath.org)

**To apply:** Please send your CV, a cover letter, and a statement of faith to Lucy.

We love that our Generosity Path team come from all over the world and speak numerous languages. Please be aware that within our organization, the common language is English so applicants need to have excellent oral & written English skills.

**Please note:** There is a Genuine Occupational Requirement for the job holder to be a practising Christian, we're looking for someone with:

- A vibrant and active Christian faith: this is essential for the credibility and performance of this role
- A secure understanding of the Christian faith and ability to engage people in faith issues specifically regarding generosity

## GENEROSITY PATH

Generosity Path exists to see hearts fully surrendered to Jesus through radical generosity. Over the next four years (by the end of 2027), we want to spark indigenous movements of generosity in every tribe and nation – a first step towards our greater vision to see a world healed through generosity.

Our primary tool to achieve this is the Journey of Generosity (JOG), a simple, interactive experience that creates a space for people to have conversations about faith, life and money. Over four sessions lasting a single day, organized as an overnight retreat, or delivered across four separate sessions, we explore real-life stories of generous givers from around the world, study what the bible has to say about giving, and walk through some through-provoking activities. To date, we have brought together tens of thousands of givers in more than 100 countries across the globe.

Since we are fully and privately funded, we are able to create safe and inspiring environments for people to share without any concern that there will be an appeal for funds.

We believe God is already using Generosity Path to transform lives and are excited for the journey ahead.

## **POSITION SUMMARY**

Generosity Path has a mission to see a generosity movement in every country by the end of 2027. In order to achieve this, we're looking to increase our global partnerships. In this new job role, we're looking for someone to lead on Generosity Path's partnership expansion efforts. They will work closely with members of the Growth Team to maintain and nurture relationships with current partners as well as researching, and securing, new partnership opportunities to support the anticipated increased growth needs of the organisation. The ideal candidate is a skilled manager, communicator, and leader who is passionate about our mission and will represent Generosity Path to stakeholders with professionalism and integrity.

**Reports To:** The Growth Director

### **Objectives of this role:**

- Promote awareness of Generosity Path's mission.
- Expand existing partnership base.
- Ensure Generosity Path is on track to increase its partnerships year-on-year.
- Maintain existing relationships with partners including acknowledgment and recognition.

### **Key responsibilities:**

- Lead the development, and execution, of a new partnership strategy.
- Research potential partnership opportunities and ensure annual growth targets are met.
- Represent the organisation's mission to existing and prospective partners.
- Come with existing relationships for prospective GP partnerships.
- Be the Generosity Path representative for all our partners – the main contact for all queries and the one who triages responses i.e. directing people to different departments, but ensures all follow-up is actioned and executed upon.
- Maintain CRM database of partners and fulfil reporting requirements to them e.g. if they request metrics as part of the partnership.
- Encourage, and help facilitate, partners to have a designated member of their team who is fully focused on rolling out JOGs i.e. be the point-person for these people.
- Drive our 'Collective Impact' initiative – working with others in the generosity space to create sustainable generosity ecosystems in every nation of the world.
- Work with current partners to suggest possible opportunities for regional/global expansion in order for there to be an increase in JOGs.
- Re-educate existing partners on our updated mission, vision and materials.

- Coordinate the redrafting of our current partnership MOU in line with Generosity Path strategy and workplans.
- Work with the Product & Marketing team to create/design collateral for partners.
- Oversee the implementation of a Monitoring and Reporting system, to ensure there is accurate and high-quality reporting of activities on and for partners.

## Experience

### Essential

- A strong commitment to the Christian faith and the Generosity Path mission & values.
- Proven experience in a similar role such as Partnerships Manager/Director.
- Strong business acumen and strategic thinking, with the ability to translate complex ideas into actionable plans.
- Excellent project management skills, with a track record of successfully leading and executing partnership initiatives.
- Exceptional communication and interpersonal skills, with the ability to influence and build relationships at all levels of the organisation.
- Analytical mindset and data-driven approach to problem-solving.
- Ability to thrive in a fast-paced, dynamic environment and effectively prioritise multiple competing demands.
- Discretion and ability to handle sensitive and confidential information with the utmost professionalism.
- Excellent attention to detail.
- Proven ability to work effectively in a cross-cultural environment.
- Fluency in English.
- Willingness to travel globally.

### Preferred

- Bilingual - English and another language.
- Strong networks globally that will expand our current partnership base.
- International business experience.

## Person Specification

- Strong and active Christian faith
- Generous:
  - passionate about the Generosity Path mission
- Self-starter:
  - able to work from own initiative in disciplined manner
- Critical thinker:
  - able to use both qualitative & quantitative data in decision-making & problem solving
- Emotionally intelligent:
  - aware of who they are and how to adapt when part of a team
- Hungry:
  - to grow in their faith, career and personal development
- Global perspective:
  - excited by cultural and contextual differences