

Senior Partnerships Manager

(Full-time, permanent)

The Organisation

Tearfund is a Christian non-profit organisation working for a just and compassionate world. Motivated by Jesus, we encourage Kiwis to act for justice to relieve poverty among the world's most vulnerable people. We're a team of kiwis and internationals who believe that, by partnering with local communities in developing countries, we can end extreme poverty in our lifetime. For the last 50 years we've been living out God's kingdom values of love, hope and transformation around the world. Because that's what this world needs, faith in action! Does that resonate with you? If so, keep reading...

The Team

The marketing and fundraising team plays a crucial role in connecting our supporters with the impactful work of our partners worldwide and ensuring ongoing financial contributions to sustain these initiatives.

The partnerships team sits at the heart of this—focusing on building long-term, meaningful relationships with generous Kiwis, businesses, and trusts. This team thrives on personal connections and the joy of seeing supporters make a tangible difference through their giving.

The Role

The Senior Partnerships Manager provides leadership and strategic direction to the partnerships team, overseeing the successful delivery of major donor, mid-level, and bequest fundraising strategies. This role is all about leading a high-performing team while personally engaging with key supporters and cultivating strong, trust-based relationships with philanthropists, businesses, and legacy givers.

You'll champion innovative approaches to supporter journeys, ensure best-practice fundraising, and represent Tearfund in high-value conversations. This role blends leadership, strategy, and relational excellence—and is key to driving the income that fuels Tearfund's mission.

Key Responsibilities:

- **Team Leadership:** Recruit, develop, and motivate a skilled team, setting performance goals and ensuring a collaborative and healthy work environment.
- **Strategy Development:** Develop and execute a comprehensive strategy for Major Gifts, Bequests, and Mid-Level Fundraising, focusing on acquisition, retention, and reactivation.
- **Relationship-Building & Influence:** Cultivate relationships with key decision-makers, business leaders, and networks.
- **Innovation, Risk & Continuous Improvement:** Leverage technology and data insights to enhance donor engagement.

Why should you apply for this role?

If you have a passion for cultivating relationships with key decision-makers this role is made for you. You'll have the opportunity to build and nurture strong, long-term relationships through highly relational, one-on-one connections with donors and partners. You'll witness firsthand how people put their faith into action and get to highlight the meaningful changes they bring to the world. The job is dynamic and full of variety, ensuring it's never dull. Plus, you'll be part of a dedicated management team where everyone is committed and sees this as more than just a job.

Why are you the right candidate?

You believe that together we can change the world. You're not just looking for work, but a job where you can make a lasting impact. You want to work within a team where individuals build each other up, and work towards a common goal. You love this role, and the key responsibilities listed here. You're a keen learner and want to continue to bring your best self to the team. You thrive working on multiple projects at one time, juggling and prioritising as you go. You love a fast-paced role, work well under pressure and genuinely enjoy managing people and high-value relationships.

And you have some, or most of the following :

- A tertiary qualification in a relevant field such as business, marketing, communications or a related discipline.
- 5 + years team leadership experience in sales, business development or key account management.
- Strategic planning and project management experience.
- Strong people leadership and coaching experience, with exposure to leading a team to achieve financial targets.
- Public speaking ability.
- Relationship management experience, ideally in both the corporate and the not-for-profit sectors.
- A strong track record in major gifts, bequests, mid-level donor fundraising, or high-value sales, including donor acquisition, retention, and reactivation.
- A creative and critical thinker with a high capacity for solving problems under pressure, with a strong sense of ownership and accountability for driving success.
- Experience using data-driven insights to focus the team on achieving fundraising goals and KPIs.
- Previous experience in the non-profit sector, particularly in a leadership or senior management capacity, is highly desirable but not essential.
- The flexibility to travel domestically and sometimes internationally.
- International travel experience in developing countries is desirable but not essential.

The role is ideally full-time and is based in Auckland. Tearfund uses a hybrid work model, with scheduled days in the office and the flexibility to work (some but not all time) from home.

Why is this the best team ever? Here are some *exact quotes* from our annual staff survey done in June 2024.

“Absolutely love the workplace culture and mission of Tearfund.”

“I always feel like my wellbeing is a priority, whether it be checking in to see whether my workload is too high, or a lovely message when I'm away or sick.”

“The work itself is great- diverse, challenging, enjoyable, high integrity, and impactful, but the incredible people I get to work with and the loving, caring, and fun family culture of Tearfund makes it an incredibly special place to work.”

Sounds interesting? We'd love to hear from you! To apply please include a cover letter outlining why you're interested in this role and working for Tearfund. To discuss the role in confidence, please contact Elke on **021802213**.

Please note that any offer of employment for Tearfund will be subject to the satisfactory completion of;

- A self-declaration process
- A criminal records/police check
- Two reference verifications