

Relationship Manager - Partnerships

(Major Donors)

Full-time, permanent | Auckland (hybrid)

The Organisation

Tearfund is a Christian non-profit organisation working for a just and compassionate world. Our mission statement is “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 more than 50 years, Tearfund has partnered with local churches and communities across the globe, seeing lives restored, dignity upheld, and hope renewed. We believe in putting “faith in action”, in communities overseas, in the hearts of generous people here in New Zealand, and in the stories that connect the two.

The Team

The Partnerships team sits at the heart of Tearfund’s mission. We have the privilege of telling the stories of our partners’ work and walking alongside people who feel called to participate in it through generosity, prayer, advocacy, and legacy. Our work is deeply relational. It’s about listening well, stewarding trust, honouring each person’s journey, and creating space for generosity to grow. We work with individuals, families, churches, businesses, and communities, inviting them into meaningful partnerships.

The Role

As a Relationship Manager, you will steward a portfolio of major supporters, building genuine, long-term relationships grounded in trust and a shared purpose. This is relational ministry.

You will meet people where they are at, over coffee, in homes, churches, at events, and sometimes in places where Tearfund works overseas, listening to their stories, sharing about our work and discerning how they might be invited into deeper partnership.

Your role will include stewarding relationships across a range of expressions, including major giving, events, church engagement, corporate partnerships, and Leave a Legacy (Gifts in Wills) conversations, always handled gently, respectfully, and at the right pace.

You will be entrusted with both people and stories, and with the responsibility to steward both with care. This role stewards relational excellence and is key to driving the income that fuels Tearfund’s mission.

Key Responsibilities:

- **Relational Stewardship:** Build and sustain meaningful relationships with major supporters through face-to-face meetings, calls, events, and regional travel. Walk alongside supporters as they discern their giving, involvement, and long-term legacy. Pray for and with supporters where appropriate, honouring the spiritual nature of generosity
- **Storytelling & Invitation:** Share compelling stories of our work and our partners, helping supporters see the impact of their generosity. Invite supporters into opportunities that align with their calling, projects, partnerships, events, multi-year commitments, or legacy giving.
- **Engagement & Growth:** Identify and cultivate new prospects through networks, churches, referrals, and events. Participate in and host donor gatherings, church events, briefings, and regional visits. Contribute to Tearfund’s wider Partnerships strategy and fundraising initiatives.
- **Stewardship & Accountability:** Maintain accurate CRM records and follow up as an act of honouring supporters. Contribute to forecasting, planning, and portfolio stewardship with integrity and discipline. Work collaboratively with Programmes, Marketing, Events, and Supporter Services teams

Why Might This Role Be For You?

Perhaps you’re at a point in life where you’re asking deeper questions about calling, purpose, and the impact of your work. You may love people, stories, and meaningful conversations. You may have experience in relationship management, sales, fundraising, or account management, and a growing desire to use those

skills for purpose. You may be drawn to a role where discernment and humility sit alongside professionalism and excellence. And you may feel stirred by the idea of spending your days telling the stories of the great work we do and inviting others to participate. If you're passionate about connecting people with causes that matter, this role is for you. You'll be part of a committed team who share the same purpose and works to make a lasting difference.

About You

You don't need to tick every box, but you'll likely bring many of the following:

- Experience in relationship management, fundraising, sales, or account management
- Confidence-building building trust-based, long-term relationships
- A warm, engaging communication style, one-on-one and in group settings
- Comfortable speaking in churches, events, or community gatherings
- Strong organisational skills and systems discipline
- Alignment with Tearfund's ethos, mission, and values
- Willingness to work evenings and weekends occasionally while travelling regionally and occasionally internationally

Most importantly, you carry humility, integrity, and a genuine love for people.

Why Tearfund?

Because this is more than a job, it's a place where belief in our work and professionalism walk hand in hand, where generosity is honoured as a sacred trust. Where culture is marked by care and joy, and where your work contributes directly to lives being transformed.

As one team member recently said:

"The work itself is great, diverse, challenging, enjoyable, high integrity, and impactful, but the loving, caring, and fun family culture of Tearfund makes it incredibly special."

Ready to Explore Further?

If you sense that you are being nudged toward this role, we'd love to hear from you. Please apply with your CV and a cover letter sharing why you're interested in this role and working with Tearfund.

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