

# National Partnerships Manager

*A rare opportunity to make an impact with one of New Zealand's most trusted brands in international development. This a key role with responsibility for Tearfund's high level donors.*

Tearfund is one of New Zealand's leading NGO's with development partnerships and programmes throughout the developing world. It is a highly respected Christian charity that inspires people to give, learn, advocate and stand up against injustice. Responding to the challenges of global poverty in a contemporary world, Tearfund engages in partnership with communities who work with some of the most vulnerable people in the world as they struggle to feed their families, cope with disasters, confront exploitation and build a different future.

Tearfund's mission statement is: "Motivated by Jesus, we encourage Kiwis to act for justice to relieve poverty among the world's most vulnerable people".

Tearfund's work is varied, covering the four themes of child development, disaster and conflict, modern slavery, and farming and enterprise.

Reporting to the Marketing and Fundraising Director and managing three Relationship Managers, the National Partnerships Manager will ensure the effective implementation of the major donor, bequests and mid-level donor fundraising programme for Tearfund.

You and your team will ensure high level donors, corporates and trusts across New Zealand are engaged in Tearfund's work through building partnerships with 'causes' they are passionate about.

Your communication skills will be outstanding and you will be as comfortable leading and sharing a compelling vision with your team as you are talking with a high-net-worth individual. You will be an experienced manager with the ability to provide clear direction and motivate a team to achieve targets. The successful candidate will also have a solid track record of personal success in relationship management, account management and/or business development. Prior experience raising funds through philanthropic networks will be a strong advantage.

## What Tearfund can offer you?

- The opportunity to use your skills to bring hope to fragile communities around the world
- No two days will be the same – you'll love the variety
- Amazing colleagues who you will get to know well through this role!
- Extra 'free' day off at Christmas time
- Flexibility to work from home for part of the week, along with flexible hours and free car parking.
- Inspiring weekly team devotions for spiritual growth
- Fortnightly professional development sessions.
- Free health insurance with Southern Cross.

This is a full time position based in Mt Roskill, Auckland. The salary for the role is circa \$85,000, depending on experience.

Tearfund will consider a range of options for flexible and home-based working. To apply please go to: <https://www.execucare.com/jobs/tearfund/1760>.

You can download the Candidate Information Pack at <https://www.execucare.com/jobs/finz/1760>