



Position Description

Position Title:	Partnership Manager
Location:	Croydon, Melbourne
Reports to (title):	Chief Executive Officer
Date:	18/10/2018

Empart is a dynamic, international ministry that exists to bring holistic transformation to individuals and communities in Asia. Our primary goal is to see 100,000 communities transformed by 2030. Our mission is to reach, restore, release and resource indigenous Christian leaders to transform communities among the most needy.

We value **making disciples**, we love **pioneering**, we're into **empowering partnerships** and we make **sacrificial commitments**. We do **radical dependence on God** and choose to **live generously**... so that lives will be transformed!

Our name, Empart, has been derived from the words 'empowering' and 'partnering'. We prioritise partnerships that empower one another in a mutually beneficial way.

Role Purpose:

The Partnership Manager will be responsible for the growth and development of effective major level partnerships, both new and existing. The role will focus on fundraising and connecting partners with the vision and mission of Empart. The successful candidate will be a passionate disciple of Jesus Christ with experience in fundraising and extensive sales experience.

Level of Direction or Supervision:

This position works with a degree of autonomy and reports to the Empart Australia CEO. The Partnership Manager will work in close collaboration with other members of the Partnership Team and the Marketing Team and build effective relationships with other leaders and staff across the broader organisation, domestically and internationally.

Key Responsibilities and Priorities:

- Relationship Management of Major Partners
- Fundraising through the development of transformative partnerships
- Communicate effectively, and establish strong positive relationships with all staff, partners and potential partnerships
- Networking and building relationship with strategic influencers and donors
- Passionately tell the transforming stories of Empart
- Development of the Ministry in the Asia Pacific Region
- Create strategic opportunities to speak and connect on behalf of Empart
- Motivate, inspire and lead strategic Partner Development Teams to visit field projects
- Work with Executive Team to build the ministry and overall Empart presence in the greater Asia Pacific Region, giving strategic input for approach to this development.

Skills/Qualifications/Experience:

- A strong understanding and competence in fundraising best practices
- At least 3 years' experience in a sales/fundraising focused role
- Excellent organizational and planning skills
- Shows self-motivation and initiative with a positive and professional approach to work
- Ability to project confidence and network with influencers
- Exceptional interpersonal skills and communications skills (verbal and written) to cultivate impressionable relationships with Major Partners, colleagues, senior management and other key stakeholders to influence and negotiate desired outcomes.
- Strong ability to speak at church services and business functions
- Demonstrated capacity for strategic thinking and forward planning.
- Demonstrated ability to be self-motivated to work autonomously and as part of a team, with a can do attitude and initiative for problem solving to achieve outcomes.
- Demonstrates spiritual maturity in modelling Christian leadership

Other:

- Ideal candidate is working full time, however part time candidates will be considered. Hours are flexible with some weekends and evening work as required
- Ability to travel, both domestically and internationally, working primarily out of the office to interact with Major Partners.

Contact for more information or a confidential conversation.

Simon Warrick - Empart CEO

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