



## PARTNERSHIP GROWTH SPECIALIST

### ABOUT KIDS HOPE USA

At Kids Hope USA, we believe that all kids matter to Jesus and that they deserve caring and consistent adults in their lives who are there to help them thrive. We believe that the local church is called to care for children in their community. Since 1995, Kids Hope USA has lived into that belief, and into our mission to build life-changing relationships, one at a time.

Kids Hope USA pairs community-focused churches with their neighborhood school to send volunteer mentors into the schools to meet with students in a one-on-one mentoring relationship. Today, Kids Hope USA is represented in nearly 750 mentoring programs across the country.

Do you share our passion to mobilize the local church to bring hope to the lives of children in their community? Are you a high energy, creative, collaborative team member with a strong record of driving and delivering results that exceed expectations? Are you looking for meaningful work with a growing organization looking to make a lasting impact in the lives of children? If this describes you, Kids Hope USA could be the right team for you to join and make a difference as a Partnership Growth Specialist.

### CORE VALUES

**Relationships Matter:** *Christ first, you second, me third. You belong. Stronger together. Mentoring makes a difference.*

**Be Excellent:** *Be curious. Do what you say you will do. Raise the bar.*

**Keep It Simple:** *Less is more. Keep the main thing, the main thing.*

**Go Together:** *United by Faith. How can I help? Collaborate.*

**Believe What's Possible:** *Keep dreaming. Why not? Try something new. Say YES!*

### POSITION DESCRIPTION

- *Hourly, full-time (open to 32+ hours)*
- *Reports to: Partnership Growth Manager*
- *Location: Zeeland, MI*

### **Kids Hope USA Partnership Growth Specialist Expectations:**

As a Partnership Growth Specialist, you will connect and pair community-focused churches with their neighborhood elementary schools and form new Kids Hope USA mentoring programs in communities around the country with a focus on growth in West Michigan. This Specialist role will serve on the Partnership Growth Team that works diligently to identify, inspire, and affiliate church and organizational partners to serve their community through Kids Hope USA mentoring. This work will directly help us achieve our goals of growing the Kids Hope USA presence in new schools, districts, and communities across the country.

### **BUILDING RELATIONSHIPS**

- Pursue and make personal contact with new prospective church partners daily, building and nurturing relationships at the local and denominational level.
- Present and share Kids Hope USA to prospective church and school partners through discovery meetings, presentations, and networking.
- Build and steward church, denomination, and school relationships to foster growth.
- Utilize all available resources to prospect, connect, nurture, and track prospective churches with the result of affiliating them as Kids Hope USA partners.
- Identify and create opportunities for new partnerships that will lead to growth and awareness of KHUSA nationwide.

### **ORGANIZATION & STRATEGIC GROWTH**

- Represent Kids Hope USA at internal and external community gatherings, workshops, and conferences.
- Create an individual strategy for reaching out to new churches and schools.
- Execute and enhance Kids Hope USA's best practices for recruiting and affiliating partners.
- Document and maintain communication history and relationship progress in Raiser's Edge NXT on a timely basis and in accordance with Kids Hope USA's policies.
- Engage in team training and meetings.
- Develop, measure, and achieve individual goals.
- Follows Kids Hope USA sales process and best practices.
- Live into our core values and work together to achieve our organizational goals.

### **WHAT WE'RE LOOKING FOR:**

- *Committed Christ-follower:* A vibrant and authentic Christian faith that guides your actions and aligns with Kids Hope USA's mission to show God's love to children through mentoring and the local church.
- *Relationship Builder:* Natural ability to connect with and find opportunities to connect with church leaders, school administration, and community partners.
- *Customer Service Orientation:* Demonstrated entrepreneurial and creative approach to different sales techniques, pipeline management, including virtual meeting and

presentation skills, supported with a minimum of 12 months of sales, customer service experience. Experience with church, education, or non-profit sectors is preferred.

- *Effective Communicator:* Strong oral and written communication skills, with a knack for professional collaboration as well as the ability and confidence to represent Kids Hope USA in a professional manner.
- *Strategic Problem-Solver:* A growth mindset with the ability to anticipate challenges and create innovative solutions.
- *Organized & Detail-Oriented:* Skilled at managing multiple priorities while meeting deadlines and goals.
- *Tech-Savvy:* Proficiency in Microsoft Office and virtual meeting tools, with an eagerness to embrace technology.
- *Travel:* Ability to travel regionally and nationally to build relationships and represent Kids Hope USA at conferences and events.
- *Bonus Skill:* Bilingual abilities.

## WHY JOIN US?

The mission of Kids Hope USA has never been more important and the opportunities for growth are abundant. Kids Hope USA has a well-earned reputation as an organization of superior quality, stewardship, leadership, and mission. If you are looking for meaningful work with a passionate, high-performing team, we look forward to hearing from you!

## HOW TO APPLY

Submit your resume and cover letter detailing your leadership experience and passion for Kids Hope USA's mission to [careers@kidshopeusa.org](mailto:careers@kidshopeusa.org).