



## REGIONAL ADVOCATE JOB DESCRIPTION

### OUR MISSION:

Help One Now exists to empower families in developing countries through high-capacity local leaders with proven solutions to end extreme poverty. We empower families through business, education, and community care in partnership with local leaders.

### OUR CORE VALUES:

At Help One Now, we are:

1. **Transparent** - We view all of our relationships as friendships, and value open conversations and transparency in those relationships - from our team, to donors, international partners, and everyone in between, we're always open, honest, and up front.
2. **Inclusive** - We are a wide table: we believe anyone who wants a seat at the table of doing good deserves to be here. That means we have a wide range of personalities and perspectives surrounding us, and we think that's beautiful. We recognize tension, but prioritize connection and empathy.
3. **Collaborative** - We believe our greatest gift is one another. Collaboration is how our best work gets done - collaborating with our friends, donors, international partners, and each other is what makes us great.
4. **Innovative** - We are smart, fun and entrepreneurial. Being part of our team means taking initiative and problem solving some of the most unique issues from small to large.
5. **Empowering** - We exist to empower people around the world, and we take that value to heart. This includes empowering our team, donors, and friends. We believe everyone's voice matters and seek to see all people live out their fullest potential.
6. **Committed** - Development work is hard, it's not a quick-fix and takes time. We are committed to the partners, families, and children we serve around the world. We're in this for the long haul and we believe true partnership only exists with true commitment. That commitment is a two way street in all of our relationships and we strive to uphold that commitment in all ways - our commitment to our donors to utilize the resources they give for the greatest impact, our commitment to international partners to stand by them and work together for good, our commitment to the people we serve to develop in healthy, sustainable, dignified ways, and our commitment to each other to see this work through.
7. **Friendship** - We value the collaborative relationships we develop here at Help One Now. We think the best way to stay committed and connected is to remember that we are building friendships. We create a team atmosphere, we love to have fun together, work



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hard and play hard. We take that value into every facet of our organization - our global partnerships, team building, donor journey, and board relationships.

## **WHAT WE MEAN BY LOCALLY LEAD**

Help One Now empowers local leaders who are already working effectively in their respective communities through friendship and partnership. They are our greatest resource, and without them, sustainable change is not possible.

These leaders are community development experts, pastors, team builders, and co-laborers for Christ on the journey to end poverty. They collaboratively mobilize the local church, government agencies, and other entities to engage the community's needs with crucial initiatives that produce community resilience, health, and progress.

## **POSITION SUMMARY:**

The Regional Advocate is a key role at Help One Now. This person is directly involved in the building of friendships between Help One Now and individuals, churches and businesses that partner with us. This person will be responsible for developing new relationships as well as maintaining currently established relationships and building a pipeline of support for the organization.

This position will report directly to the Director of Strategic Partnerships, joining the fundraising team in their main priority of securing financial support to ensure Help One Now's mission of empowering families in developing countries through high-capacity local leaders with proven solutions to end extreme poverty continues to grow.

**The ideal candidate lives in or near Austin, TX; Atlanta, GA; Nashville, TN; Bentonville, AR; Raleigh, NC; or Birmingham, AL.**

## **ESSENTIAL RESPONSIBILITIES:**

To perform this job, an individual must perform each of the following essential functions satisfactorily:

- Identify and build relationships with potential donors
- Secure commitments and donations from individuals and/or corporate donors
- Solicit one-time and/or recurring donations from individuals, business, or government donors



- Develop and maintain Church Partner relationships, secure commitments, and lead Help One Now Sundays at church partner campuses
- Update donor database (Salesforce) with communication and ensure accuracy of donations and contact information
- Contribute to fundraising strategies and activity plans to encourage new or increased donations
- Write/run reports of donor data and prepare presentation to communicate fundraising program data
- Plan and direct special events for fundraising such as gatherings, dinners, gala, silent auctions, etc
- Increase awareness of Help One Now in hub cities
- Prepare proposal documents for churches, individuals, influencers and businesses

#### **Other Qualifications/Abilities:**

- Knowledge of principles and processes for providing customer service and fundraising
- Knowledge of methods for showing, promoting and selling products and services including marketing tactics, and sales techniques
- Ability to communicate information and ideas in speaking and writing so others will understand
- Ability to listen and understand information and ideas presented through spoken words and sentences
- Familiarity with CRM softwares (Salesforce preferred), email software and communications, Adobe, PowerPoint or Keynote
- Ability to collaborate with multiple colleagues and departments to solve logistical issues and develop fundraising plans

#### **FUNDRAISING AT HELP ONE NOW**

At Help One Now, we believe in friendship and building meaningful relationships. Our donors are partners in the work we do...and we believe partnership is not just about a donation of resources, it is an invitation into incredible work that impacts real lives in the communities we serve.

A summary of our philosophy of fundraising is as follows:

1. Awareness and Identification: Effectively making our work and impact known.
2. Qualification: Understanding the donor's interests and willingness to donate.
3. Cultivation: We know that building relationships takes time, energy and effort. We're willing to build quality relationships over time.



4. Solicitation and Acquisition: When the time is right, making the relevant ask and closing the deal.
5. Retention: Relationships don't end with a donation from a donor. Stewarding the donors giving; providing clear and transparent communications about their impact are the best ways we continue to deepen the relationship.
6. Advancement: When the time is right, inviting the donor into advocacy and overall deeper involvement and impact.
7. Transformative Giving: Inviting a donor to be in a form of leadership (i.e. committee) and/or increasing to a major gift and/or endowment giving.

#### **YOU'RE THE RIGHT FIT IF YOU ARE:**

- Passionate about and love the work of Help One Now
- A person of integrity
- A good listener
- Hold the ability to motivate
- A hard worker and not constrained to "normal" working hours
- Understand that you are not only serving our program beneficiaries but the donors who make it all possible
- A self-starter
- Able to take constructive criticism well
- A high-energy team player
- Able to persevere when results are not what you hope. Ex: Be ok with being told no
- A person who has a strong presence
- An effective communicator

A major bonus would be if you already have an existing network of high-capacity potential donors, a church network, and/or simply having a broad variety of people that you know would be interested in the work of Help One Now.

**This is a full-time W-2 salaried position with benefits.** HON benefits include paid time off, health plan coverage, retirement savings options and employer-matching, and being a part of a team that's changing the world!