



REGIONAL PARTNERSHIPS REPRESENTATIVE

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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** - 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 and we strive to uphold it in all of our relationships - our commitment to our donors, to utilize the resources they give for the greatest impact; to international partners, to stand by them and work together for good; to the people we serve, to develop in healthy, sustainable, dignified ways; and to each other, to see this work through.

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 Partnerships Representative** serves as a vital bridge between Help One Now and our community of supporters, playing a crucial role in advancing our mission to end extreme poverty through high-capacity local leaders. This entrepreneurial position combines relationship building with strategic development, focusing on cultivating and strengthening partnerships with individuals, churches, and businesses who share our vision for sustainable community transformation.

This role demands someone who can independently navigate the complexities of donor relations while maintaining the authenticity and integrity that defines Help One Now's approach to partnership. Success in this position requires not just meeting fundraising goals, but building genuine, long-lasting relationships that advance our mission of empowering families through proven, locally-led solutions.

Reporting directly to the EVP of Strategy and Advancement, this position is integral to our development team's mission of securing and expanding the financial partnerships that fuel our work. The ideal candidate will be a passionate relationship builder who can translate our mission into meaningful engagement opportunities, while developing a robust pipeline of support through both new and established relationships.

ESSENTIAL RESPONSIBILITIES:

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

Direct Fundraising & Donor Engagement (50%)

- Achieve fundraising goals and metrics by securing commitments and donations from individuals, church partners, and corporate donors
- Cultivating and securing relationships with major and mid-level Ideal donors
- Developing personalized cultivation strategies
- Creating and implementing recurring giving programs
- Building and nurturing church partnerships
- Facilitating major donor connections with executive team
- Planning and executing vision trips
- Creating proposal packages
- Leading regional advisory committee

Strategic Networking & Community Building (20%)

- Serving as primary regional ambassador
- Establishing strategic organizational partnerships
- Developing awareness campaigns
- Speaking engagements
- Community events
- Building regional presence

Systems & Follow-up (20%)

- Maintaining donor database records for region
- Tracking communications and commitments
- Generating and analyzing donor reports
- Contributing to fundraising strategy analysis
- Monitoring giving trends
- Progress tracking
- Administrative tasks and planning

Any other task and responsibilities given by supervisor (10%)

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, email software and communications, Adobe, PowerPoint or Keynote
- Ability to collaborate with multiple colleagues and departments to solve logistical issues and develop fundraising plans
- Will have to travel within their region of TN, GA, and AL at least 15 days per quarter.

KEY METRICS:

- Develop and cultivate a portfolio of \$250,000.00 + within a two-year period
- Conduct 25-30 qualified meetings monthly with potential ideal donors
- Establish at least 5 new church partnerships annually while maintaining an 90% retention rate of existing church partners
- Host one regional gathering per quarter, bringing together current donors and prospective supporters
- Recruit and secure at least 20 new ideal donors to participate in vision trips within a two-year period
- Plan and execute one annual fundraising event with a minimum of 50 attendees
- Achieve and maintain an 85% retention rate

FUNDRAISING AT HELP ONE NOW

Our Philosophy and Approach

We believe in the power of authentic relationships to transform both communities and supporters. Our approach centers on empowering local leaders through genuine partnerships that create lasting change, with trip captains serving as the vital bridge between communities and new supporters. We guide individuals through a seven-stage journey from Discovery to Legacy that deepens their engagement while creating meaningful impact in communities worldwide.

Our journey begins with inviting supporters to experience our work firsthand through vision trips and personal giving. As their commitment deepens, we develop these engaged supporters into trip captains who recruit and lead others, creating a multiplying effect that expands our community impact. This captain-led approach ensures sustainable growth while maintaining the authenticity and relationship focus that defines our work.

Core Competencies

Our Fundraising team masters four essential skills that drive authentic engagement:

1. **Active Listening** Through deep, empathetic listening, we understand the hearts and motivations of our supporters. This understanding allows us to create meaningful partnerships that align supporter passions with community needs.
2. **Transformational Storytelling** We share compelling narratives that connect hearts to our mission, illustrating the power of local leadership and community transformation. These stories inspire action and create lasting emotional connections to our work.
3. **Authentic Friendship** We build genuine relationships that transcend traditional donor engagement. These friendships create a community of committed partners who share our vision for lasting change.
4. **Noble Ask Framework** We thoughtfully invite supporters to invest in community transformation, aligning opportunities with their values and passions. Through purpose-driven engagement, we create meaningful partnerships that advance our shared vision for lasting change. Our asks flow naturally from authentic relationships, focusing on mutual impact rather than transactions.

Our Seven-Stage Journey

1. **Discovery - Inclusive Welcome** We begin by sharing stories of transformation and hope, welcoming all who share our passion for empowering communities. During this initial

stage, we invite new supporters to participate in upcoming vision trips and consider personal giving opportunities.

2. **Connection - Transparent Dialogue** Through authentic conversations, we learn from each other's hearts. We openly share our mission while taking time to understand what inspires potential partners, creating space for genuine dialogue about shared dreams. This stage focuses on securing trip commitments and initial giving opportunities.
3. **Relationship - Deepening Bonds** Whether visiting communities together, celebrating transformation, or dreaming about future impact, these moments create lasting bonds built on trust and shared values. The vision trip experience serves as a cornerstone of this stage, creating powerful firsthand connections to our work.
4. **Partnership - Committed Engagement** As our friendship deepens, we explore proven and creative ways to partner. We thoughtfully match partners' passions with innovative opportunities to support local leaders who transform their communities. This stage formalizes both trip participation and financial commitments.
5. **Growth - Collaborative Progress** True partnership flourishes with clear communication and shared celebration. We keep partners closely connected to their transformation work, sharing challenges and victories as we walk this journey together. During this stage, we begin preparing trip participants for future leadership roles.
6. **Leadership - Empowered Advocacy** We create meaningful opportunities for advocacy and leadership for partners ready to deepen their involvement. This pivotal stage includes formally inviting committed supporters to become trip captains who will recruit and lead others on vision trips, multiplying our impact through their networks.
7. **Legacy - Innovative Impact** We celebrate our most engaged partners as they embrace leadership roles and transformational giving opportunities. These deep friendships shape our long-term vision and the communities we serve, creating a legacy of sustainable generational transformation. Our most committed trip captains help design and enhance the trip program itself, ensuring its long-term sustainability.

Tier levels:

- Tier 1 (\$20,000+)
- Tier 2 (\$5,000-\$19,999)
- Tier 3 (\$2,500-\$4,999)
- Tier 4 (\$1,000-\$2,499)
- Tier 5 (\$999 and under)

YOU'RE THE RIGHT FIT IF YOU ARE:

- Passionate about and love the work of Help One Now
- A person of integrity and a good listener
- Able to motivate and get people excited
- A hard worker and not always constrained to “normal” working hours, as fundraising conversations and events can be held on the weekends or during evening hours
- Understand that you are not only serving our program beneficiaries but the donors who make it all possible
- A self-starter and a high-energy team player
- Able to take constructive criticism well
- Able to persevere when results are not what you hoped. Ex: Be ok with being told no
- An effective communicator

Ideally, you already have an existing network of 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.

HOW WE SUPPORT OUR TEAM

- Generous paid time off: 10 days of paid time off to begin (builds with years of service) and paid company holidays
- 100% employer paid medical, vision, and dental insurance plan for employee only coverage
- Employer paid life insurance coverage
- 401k plan with a company paid non-elective contribution, as well as a company paid match based on voluntary contributions