

Engagement Manager – Major Donors for Tearfund

- Full time, permanent role with hybrid working
- Salary \$84k + Car
- Auckland based, Mt. Roskill

Tearfund is one of New Zealand's leading faith-based NGO's with industry-leading development partnerships and programmes throughout the world. We are a highly respected charity that inspires people to give, learn, advocate and stand up against injustice. Our mission statement is: "Motivated by Jesus, we encourage Kiwis to act for justice to relieve poverty among the world's most vulnerable people". Our work encompasses modern slavery, child development, farming and enterprise, and humanitarian response.

Tearfund primarily relies on Kiwis' financial generosity to support development projects led by local partners who work in places that are facing issues of poverty, conflict, disempowerment and injustice.

Purpose:

In this dynamic and impactful role, you'll be at the heart of building and nurturing meaningful relationships with major donors, business leaders, and private foundations.

Your natural ability to connect with and inspire others to action will shine as you leverage your existing networks and enthusiastically seek out new supporters to create deep, lasting partnerships that further Tearfund's mission.

You'll lead our major giving strategy with energy and passion, to grow funding streams alongside fostering a community of passionate individuals who are eager to make a difference. You'll engage in regular, meaningful interactions with supporters and craft effective tailored journeys that link their generosity to the incredible work they make possible.

We are looking for someone who has the following experience:

- Minimum of 7 years' experience in a relationship fundraising or account management role
- Sales skills and experience, with demonstrated success in working with targets and KPIs
- The ability to authentically engage with new and existing supporters around Tearfund's mission, Christian ethos and values.
- Availability to travel domestically on a frequent basis, and internationally up to twice a year
- Experience working with a CRM system and the ability to work with data.
- Experience in the not-for-profit industry is desirable but not essential.

In return we'll provide:

- A friendly, supportive and high-performing team environment that values celebrating our successes.
- Regular opportunities to support your professional and spiritual development.
- Flexibility to work some (but not all) time from home.
- Additional annual leave option.
- Extra leave at Christmas and on your birthday.
- Southern Cross Medical Insurance.

This is a great opportunity to join an international NGO with a well-established and highly relational major gifts and engagement team. Bring your transferable sales or account management to a role that makes a true impact around the world. The role is based in Auckland, with travel both regionally and internationally as required.

Position description: You can request a PD by contacting: elke@ejconsulting.co.nz

Research shows that women and those from diverse backgrounds may hesitate to apply for positions if they don't meet every competency set out in an advertised role. If this is you, we welcome and encourage you to apply if you are passionate about Tearfund's mission and the opportunity to develop in a role. You may well be the perfect fit!

Role	
Position	Engagement Manager – Major Partnerships & Prospects
Reports to	National Partnerships Manager
Contract terms	Full time, permanent.
Purpose	
<p>The Partnerships team is responsible for stewarding Tearfund’s highest value supporter groups. In this dynamic and impactful role, you’ll be at the heart of building and nurturing meaningful relationships with major donors, business leaders, and private foundations.</p> <p>Your natural ability to connect with and inspire others to action will shine as you leverage your existing networks and enthusiastically seek out new supporters to create deep, lasting partnerships that further Tearfund's mission.</p> <p>You'll lead our major giving strategy with energy and passion, to grow funding streams alongside fostering a community of passionate individuals who are eager to make a difference. You'll engage in regular, meaningful interactions with supporters and craft effective tailored journeys that link their generosity to the incredible work they make possible.</p>	
Key Responsibility Areas	
<p>Major-value Supporter Stewardship</p> <ul style="list-style-type: none"> ▪ Ensure regular and appropriate engagement with priority donors, including face-to-face meetings, phone and video calls, bespoke written comms and fundraising events. ▪ Develop unique supporter journeys to increase giving potential and secure long-term transformational partnerships with existing high-value donors. ▪ Collaborate with internal stakeholders and overseas partners to provide engaging connections for supporters and the work they are funding, including events, international field trips, field updates and partner calls. ▪ Collaborate with the Projects Specialist and the wider MFED teams to design and implement campaigns, events, and other fundraising activities <p>Prospect Research and Cultivation:</p> <ul style="list-style-type: none"> ▪ Develop and drive strategies to research, identify, and build relationships with major giving prospects, across businesses, Trusts and individuals, to widen Tearfund's HNWI supporter base through securing major and multi-year giving commitments. ▪ Ensure prospects are identified and prioritized based on their potential to give and their strength of interest in Tearfund causes, aligning with the Partnership team's relational approach. ▪ Actively develop personal networks, seeking new opportunities to engage potential supporters of Tearfund's causes through both financial and non-financial engagement. ▪ Undertake speaking engagements across various audiences and industry sectors to strengthen awareness and engagement with Tearfund's mission. <p>Data Management and Reporting:</p> <ul style="list-style-type: none"> ▪ Ensure key donor information is maintained within the CRM, providing regular reporting on targets, KPIs, progress on fundraising goals, and identifying untapped opportunities. ▪ Assist with the writing and preparation of donor-related communications, presentations, reports, and proposals. 	

General:

- Work collaboratively with peers towards shared vision.
- Support Tearfund’s Mission and Core Values
- Abide by all Health and Safety, and Child Protection regulations and policies.

Relationships

Internal ▪ Programmes, Events, Church, Campaigns and Financial Operations teams

External ▪ Supporters, advocates, prospects

Competencies

Relationship management: Exceptional interpersonal and relationship-building skills to establish meaningful and long-term relationships with a wide variety of Christian and non-Christian supporters and prospects. Preferably you have existing networks across the Christian and/or business community.

Communication: Excellent oral and written communication skills to ensure regular and appropriate engagement with all supporters. High emotional intelligence and confident in networking and public speaking.

Proactivity: Comfortable working autonomously and energised by a busy and varied role. A creative thinker with high capacity for solving problems under pressure, with a strong sense of ownership and accountability for driving success. Energised by targets & KPIs.

Portfolio Management: Strong time and priority management with a tactical approach to fundraising with both prospects and supporter audiences. Proficiency in writing and preparing donor engagement activities such as presentations, reports, and proposals with the ability to ‘close’ an ask.

Interpersonal engagement: Champions a collaborative work ethic and takes a relational approach to building positive and respectful partnerships, both internally and externally.

Technical: Experience in maintaining donor information within a CRM system and providing regular reporting on targets and key performance indicators (KPIs). Fluency in all standard Microsoft products (Outlook, Excel, PowerPoint, Word and Teams.)

Experience

Essential ▪ 7+ years working in a relationship/account management role.
 ▪ Sales skills and experience, with demonstrated success working with targets and KPIs

Desirable ▪ Public speaking and sharing inspiring messages.
 ▪ Experience in the not-for-profit sector
 ▪ Experience in a fundraising role
 ▪ Experience with a CRM system

Qualifications

Essential ▪ Tertiary qualifications

Desirable ▪ Relevant tertiary qualifications in fundraising or sales

Work environment requirements

Essential ▪ A strong commitment to Tearfund’s Christian ethos and values.
 ▪ Ability to travel regularly around Auckland on a weekly basis, undertake multi-day visits to other regions on a monthly basis
 ▪ Be at multi-city events for 2-3 nights away from home, or travel internationally for approximately a week away from home several times during the year
 ▪ Flexibility to attend networking and supporter meetings outside of standard working hours from time to time
 ▪ Mix of Home-based office and Tearfund office

Key Performance Measures - How do you know you are successful in your role?

Goals and KPIs are defined and agreed upon annually and could include:

- # F2F meetings
- # of Phone meetings
- # of Bespoke asks
- # of regional visits
- # of public speaking opportunities
- # of donor type changes up the donor pyramid
- # of lapsed donors reactivated
- # of multi-year or regular gifts
- # of first-time givers
- # of intrinsic and business partnerships
- # of sponsorship sign-ups
- # of GiW asks