



PARTNERSHIP GROWTH SPECIALIST - INDIANA

ABOUT KIDS HOPE USA

At Kids Hope USA, we believe that all kids matter to Jesus and that the local church is uniquely called to care for children in their community. Students deserve caring and consistent adults in their lives to help them thrive. 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 schools to send volunteer mentors into the schools to meet with students in a one-on-one mentoring relationship. Kids Hope USA reaches students who are selected by their teachers, school counselors, and principals as children who could significantly benefit from an additional adult in their life. Today, Kids Hope USA has about 600 church partners who lead more than 700 mentoring programs in 35 states. We are excited about a new team member who will be passionate about connecting and serving churches and school, propelling growth, and sharing a compelling vision of mentoring as an opportunity for life-change for mentors and students.

CORE VALUES

Relationships Matter: *Christ first, you second, me third. Be real and genuine. Mentoring makes a difference.*

Be Excellent: *Be a learner. Do what you say you'll do. Raise the bar.*

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

Go Together: *Led by Christ. United as one. Collaborate.*

Believe What's Possible: *Keep dreaming. Why not? Think outside the box. Say YES!*

POSITION DESCRIPTION

Hourly, full-time

Kids Hope USA is excited to announce a new Partnership Growth Specialist role focused in Indiana. This role will propel our presence in the state forward as we provide strategic growth efforts through our Lilly Endowment ***Strengthening Youth Programming in Indiana*** award.

The Kids Hope USA National Office is located in Zeeland, MI. This position (full time or reduced full time) is a remote position focused in Indiana. The Partnership Growth Specialist's primary role is to connect and pair community-focused churches with their neighborhood elementary schools and form new Kids Hope USA mentoring programs in communities around the country. The Partnership Growth Specialist 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 into new schools, districts, and communities across the country.

Responsibilities

- Serve as a member of the Kids Hope USA *Strengthening Youth Programming in Indiana* project team, and hold primary responsibility for new partnership growth in Indiana
- Represent Kids Hope USA at community gatherings, workshops, and conferences
- Steward church denomination & school district relationships to foster stronger partnerships
- Utilize all available resources to prospect, connect, nurture, and track prospective churches with the result of affiliating them as KHUSA partners
- Pursue and make personal contact with new prospective church partners on a daily basis, 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
- Work with the Partnership Growth Team to create an individual strategy for reaching out to new churches and schools
- Work with the team to execute and enhance best practices for recruiting and affiliating
- Identify and create opportunities for new partnerships that will lead to growth and awareness of KHUSA nationwide
- Develop new and build existing relationships with community partners and church networks to expand the KHUSA network
- 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
- Develop, measure, and achieve individual and team goals
- Live into our core values and work together to achieve our organizational goals

QUALIFICATIONS

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 to join a highly functioning, committed team, don't miss this opportunity. Apply today. You may be the team member we're looking for to help us grow and expand our programs to serve more children today, tomorrow and in the years to come.

Specific qualifications include:

- Christ-follower and commitment to and passion for the mission of Kids Hope USA.
- Experienced professional and college graduate with a minimum of 12 months of sales, customer relationship experience, or equivalent
- A motivated self-starter with the ability and confidence to represent Kids Hope USA in a professional manner
- Naturally develops and nurtures relationships and see opportunities for connections
- Proven ability to communicate in a professional manner with excellent oral and written communication skills
- A strong customer-focused orientation with a demonstrated entrepreneurial and creative approach to different sales techniques, pipeline management including virtual meeting and presentation skills
- The ability to perform all essential job functions of the position with or without accommodation
- Skilled at the use of Microsoft Office Applications (PowerPoint, Word, Excel, Outlook) and virtual meeting tools (Microsoft Teams, Zoom)
- Bilingual abilities are a plus

To express interest, please submit your resume and cover letter to careers@kidshopeusa.org.
Review of applications is ongoing and will continue until the position is filled.