

Church Partnerships Manager (Republic of Ireland)

Salary	€46,810.00 per annum (Within D grade)
Hours of work	Full-time 35 hours per week over a flexible working pattern with an estimated 24 weekend activities per annum.
Reporting to	Head of Church Partnerships (Ireland)
Responsible for	No management responsibilities
Location	Home-based (with extensive travel within the region)

About Compassion

At the heart of Compassion's ministry is a relentless passion to act on our faith and empower every child left vulnerable by poverty: a purpose embodied in the phrase "**Releasing children from poverty in Jesus' name**". Our work is **Christ centred, child focused, and church based**. You can read more about these principles and our history [on our website](#).

About our department

Our **Partnerships Team** is strategically positioned to serve existing partners and cultivate relationships with new prospective partners. We are excited about inspiring and inviting partnerships right across the UK and Ireland to get involved in the transformation Jesus is doing through frontline church partners in the countries where Compassion works. We are committed to advocating on behalf of the churches, children, families and communities we serve and seek to significantly grow the number of children being served in effective holistic child development programming. We believe in the power of relationships, the fruit of which unlocks outpourings of time, talent and treasure towards our mission.

We are passionate about releasing children from poverty in Jesus' name; committed to achieving ambitious growth objectives; strive for excellence in all we do; and are focussed on developing a high-performing team to serve our partners and donors well. We are committed to the professional and personal development of every team member. We want everyone to thrive and to fully unlock potential so that we can deliver the growth objectives of our mission and ministry.

This is evidenced in numerous ways, including growth development planning and high-performance coaching. The work of the Partnerships department is executed in line with Compassion's cultural attributes.

- Our **Church Partnerships Team** is passionate about the Church and loves partnering with local churches across the UK and Ireland. We build meaningful, long-term relationships with church leaders, the churches they lead, and seek to serve them well. We are intentional about speaking at nation-wide and national Church events and conferences as well as in local church gatherings

to raise awareness about poverty around the world and to inspire and invite people to partner with Compassion to see children released from poverty in Jesus' name.

- Our **Events & Advocacy Team** grows our supporter base and profile through event opportunities, ambassador activities, and a high-impact volunteer programme, all of which build advocacy for our mission. We are passionate about ensuring excellence is delivered consistently across everything we do. We are data-driven, informed by the best available business intelligence and supported by first-class administration and logistics planning.
- Our **Philanthropy Team** creates and nurtures intentional and fruitful relationships which cultivate generous giving with high-net-worth individuals, major and mid-level donors, legators, statutory funders, grant-making bodies and key influencers in the business and the public spheres. We seek to build partnerships that create life-changing programming and delight donors with the impact of their generosity and giving.
- Our **Compassion Ireland Team** is a key part of the Partnerships Team and is passionate about growing fruitful partners across Ireland. Compassion Ireland is an independent charity and sits within the partnership-based structure of Compassion International. Compassion UK, also a separate legal entity, is contracted by Compassion Ireland for the delivery of marketing and back-office support services.
- Our **Impact & Research Team** enables growth and drives impact through high quality, timely and relevant research and world-class field experience. The team enables Partnerships to cultivate and develop new and existing relationships, clearly understand our growth opportunities and bring knowledge of the impact seen in the field to those we partner with in the UK and Ireland.

About the role

Compassion UK and Ireland is poised at a significant moment, and we need to achieve ambitious and urgent targets of growth in the number of children released from poverty. We need to develop more and deeper, mutually beneficial relationships with multi-denominational UK and Ireland Church leaders. This will enable us to grow revenue which will increase the impact of Compassion's child development programmes in the years to come.

As a **Church Partnerships Manager**, you'll work within the Church Partnerships Team to establish, build, maintain and grow relationships with existing and new Church partners and manage local events within a designated area to maximise the opportunities from these partnerships to achieve sponsorship and fundraising objectives. You'll be required to speak extensively within church and event settings to raise awareness about issues of poverty and injustice, to inspire and invite people to consider supporting the work of Compassion. You will work in collaboration with the Events & Partnerships Engagement Team, and the Philanthropy Team to maximise impact.

Responsibilities

Maximise the number of child sponsorships from within your designated area from churches and local events.

- Maintain and develop existing Church partnerships as well as proactively identifying and building new partnerships by creating opportunities, following leads and visiting churches and organisations.

- Deliver monthly, quarterly and annual sponsorship targets through developing your partnership portfolio and acquiring child sponsorships.
- Ensure churches are kept engaged and serviced appropriately, either in person, remotely via telephone / email, by church volunteer speakers or self-led services.
- Work with the Head of Church Partnerships and wider Church Partnerships team to strategically plan cultivation journeys for new church partnerships.
- Ensure your portfolio management is kept up to date and CRM data is accurate.
- Provide regular reports to the Head of Church Partnerships demonstrating progress against KPIs and overall strategy.

Work collaboratively across Compassion to effectively meet objectives.

- Work closely with the Church Partnerships Team to deliver the annual sponsorship and fundraising targets.
- Speak regularly in churches of varying sizes, denominations and traditions to grow the number of children supported through Compassion's holistic child development programme (in the region of 24 activities p.a.).
- Work with our Impact & Research team to identify, understand and develop growth opportunities within your designated area.
- Work closely with the Events & Advocacy team to resource collateral for activity in churches and events, to gain business intelligence, recruit, equip, retain and deploy volunteers.
- Seek opportunities for Interventions in collaboration with the Philanthropy Team.
- Attend departmental (~4 per year), team, and one-to-one meetings, either in person or when appropriate over video conference.

Actively maintain and promote Compassion's Christian ethos and values.

- Take personal responsibility to participate positively in the spiritual life of the organisation.
- Pursue your Christian faith and personal relationship with God through ongoing collective and individual spiritual development, prayer, and worship.
- Work in accordance with Compassion's [Statement of Faith](#), [Core Values](#), [Ethos Statement](#), and other policies, including [our commitment to Child Protection](#).

About you

The successful candidate will have the following skills:

- **Strong networking experience.** You will have a proven track record and the ability to network within the Church and the Christian events environment.
- **An understanding of church leaders.** You will have a demonstrable empathy to the Church and its leadership.
- **Confident, gifted speaker.** You will be a confident and effective public speaker with experience of preaching within Churches.

- **Sales / fundraising experience.** You will have a proven track record of managing a sales process from beginning to end, generating leads, managing a portfolio of relationships, closing skills and achieving acquisition targets.
- **Self-starter / motivated.** You will need to be able to work geographically dispersed, manage your time well, and manage a diverse workload.
- **Core office / administrative skills.** You will be fluent in English and competent in written and numerical work, with experience of basic office systems such as Microsoft Office.

Working pattern and additional requirements:

- **A high level of flexibility,** including extensive travel and availability to work some weekends, with approximately 24 church services or events each year.
- **A full driving license with a car available to use for work (mileage expenses paid).**

It would be beneficial (although not mandatory) to possess:

- To have used a CRM or similar system.
- Experience managing/ supporting volunteers.

Compassion's cultural attributes

- **Personally committed to the Christian faith.** There's an occupational requirement for the holder of this role to be a practising Christian, to promote Compassion's ethos and to help others experience, explore, and express the faith-based motivation of our work. You can read more about this in our Policy on Posts to be Held by Christians.
- **Deeply connected to Compassion's ministry to children.** It is important that you share Compassion's heart to reach out in Jesus' name to children suffering the injustice of poverty and are eager to support in achieving our mission. We would expect you to be dedicated to working in a manner that prioritises child protection, especially by promptly raising any concerns related to child safety.
- **Aligned to Compassion's cultural attributes.** We strive to live and work in a passionate, innovative, collaborative, effective, grace-filled, and joyful way. We expect you to be able to work in accordance with Compassion's culture and values and hold yourself accountable for growing in them. Therefore, one interview area will explore your active personal commitment to the Christian Faith.

*This is not an exhaustive list but a guide to the main areas of responsibility.
Any substantial changes to this job profile will be discussed fully with the post holder.*