

A young girl with dark skin and short hair is the central focus, sitting at a wooden desk and laughing heartily with her mouth wide open. She is wearing a light blue short-sleeved shirt under tan overalls. To her left, another child in a similar uniform looks on with a neutral expression. To her right, a third child is partially visible, also smiling. The background is a classroom with other children and a chalkboard, all slightly out of focus. The lighting is warm and natural, creating a joyful and hopeful atmosphere.

RELATIONSHIP MANAGER MAJOR GIFT PARTNERSHIPS

Application Pack

PREPARING YOUR JOB APPLICATION

To prepare your application please complete the following

1. Review the 'Essential Information about Compassion'.
2. Review the position description.
3. Develop a 1 - 2 page cover letter. Your cover letter should address the relevance of your background and experience to this specific role. Please note, addressing the selection criteria is not required.
4. Develop a concise resume outlining your qualifications and employment history (max 5 pages).
5. Click 'Apply Now' on the job advertisement, uploading your resume, cover letter and answer the application questions to the minimum word requirement.

Contact Us

Should you require further information after reviewing this document, please contact our People and Culture team at peopleandculture@compassion.com.au.

ESSENTIAL INFORMATION ABOUT COMPASSION

Mission

Compassion exists to release children from poverty in Jesus' name.

What Makes Us Unique?



Christ-centred

We are dedicated to caring for the poor in response to God's call and giving hope to the hopeless by spreading the Gospel of Jesus Christ in an age-appropriate, culturally relevant and noncoercive way.



Child-focused

Children are the hardest hit by poverty, the least able to change their circumstances, and at the heart of Jesus' ministry. We address the holistic needs of the individual child so that they can become responsible and fulfilled Christian adults and change agents in their communities.



Church-based

We partner with local churches to implement our holistic child development model because they are uniquely placed to understand the real needs of their community and foster an environment of stability.

Statement of Faith

1. **WE BELIEVE** the Bible is the inspired, the only infallible, authoritative Word of God.
2. **WE BELIEVE** there is one God, eternally existent in three persons: Father, Son and Holy Spirit.
3. **WE BELIEVE** in the deity of our Lord Jesus Christ, in His Virgin birth, in His sinless life, in His miracles, in His shed blood for the remission of sins, in resurrection, in His ascension to the right hand of the Father and in His personal return in power and glory.
4. **WE BELIEVE** salvation is found only through Jesus Christ and requires individuals to acknowledge their sin, accept His forgiveness and repent.
5. **WE BELIEVE** that for the salvation of lost and sinful man, regeneration by the Holy Spirit is absolutely essential.
6. **WE BELIEVE** in the present ministry of the Holy Spirit, by whose indwelling the Christian is enabled to live a godly life.
7. **WE BELIEVE** in the resurrection of both the saved and the lost; they that are saved unto the resurrection of life and they that are lost unto eternal separation from God.
8. **WE BELIEVE** in the spiritual unity of believers in the Lord Jesus Christ.
9. **WE BELIEVE** Jesus established the Church to carry out ministry on earth.



POSITION DESCRIPTION

Primary Purpose

In response to God's calling and in the power of the Holy Spirit, the Relationship Manager - Major Gift Partnerships works as part of an Area Team to develop and maintain relationships with local churches, Advocates, Supporters and/or Donors in order to increase Compassion Australia's profile, impact and influence within Area. The role sits within Ministry Relationships which exists to build Kingdom relationships at a local level with those partnering with Compassion to inspire and equip them to advocate for children in poverty.

Key Accountabilities

- Develop new relationships with churches, Advocates, Donors, businesses, community groups, Ambassadors, events representatives and other relevant parties that increase Compassion Australia's profile, influence and impact within Area
- Maintain, coordinate and strengthen existing relationships with churches, Advocates, Donors, businesses, community groups, Ambassadors, events representatives and other relevant parties
- Participate in cross-functional teams for events within Area
- Contribute to the development of new initiatives and strategies in consultation with Area team
- Implement new strategies and campaigns as part of Area team
- Contribute to the evaluation of new strategies and campaigns
- In collaboration with Relationship Facilitators record timely and accurate information regarding the progression of external relationships in the CRM (Customer Relationship Management Software).
- Use the CRM relationship information in monthly activity and operational planning
- Record, monitor and report expenses and outcomes to Area Manager
- Intermittent international travel with church, Advocate and/or Donor groups to facilitate increased understanding and engagement with Compassion's work
- Actively participate with churches, advocates and/or donors to share knowledge and ensure a culture of continuous improvement
- Other duties as required consistent with the scope of the role

Selection Criteria

(Job Specific Skills, Knowledge & Qualifications, Experience)

- A demonstrated capacity to build the influence and impact of an organisation by developing and managing relationships with external stakeholders
- Exemplary communication skills, including persuasive negotiating and public speaking abilities
- Exemplary interpersonal skills, including the ability to network with people of diverse ages and backgrounds
- Well-developed administrative skills
- Knowledge of the Australian local church context
- Knowledge of global poverty and development
- Knowledge of Customer Relationship Management software (e.g. Salesforce) and processes
- Tertiary qualifications in Sales, Marketing, Communication or equivalent experience
- Current driver licence
- Current Australian passport or willingness to secure one
- Experience in a relationship building role (e.g. pastor, salesperson, customer service)
- Experience publicly representing an organisation

People Management Capabilities – Team Member/Specialist

Please see [link](#) to the capability requirements for this role.





**SEARCH FOR
COMPASSIONAU**

COMPASSION AUSTRALIA

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