

Partnerships Director (House to House)

As Partnerships Director, you'll have primary responsibility over the House to House initiative for 1MISSION. You'll be an important part of the Partnerships team, stewarding a vast and diverse group of realtors, lenders, brokers, and others in the housing industry who help us accomplish our mission. Our partners will be recognized as the heroes they are for their investment in helping alleviate poverty.

RESPONSIBILITIES:

You'll take House to House to the next level by **expanding the program regionally and nationally**. This will require creativity, strategy, and lots of conversations. You'll need to use your excellent relational skills to explain 1MISSION's vision and how partnering with us is an integral step for a realtor's or brokerage's cause marketing plan. This means you'll spend a lot of time in coffee shops, on the phone, at conferences, and anywhere realtors and brokers meet. *You'll know you're successful when the House to House program is fully functioning and growing according to established benchmarks outside of Arizona by mid-2020.*

You'll also **steward and develop our existing partners**. You'll touch base with these partners regularly, ensuring that they have all the resources they need to be successful. You'll strategize and implement changes that ensure the program is fresh and relevant to the ever-changing real estate market. *You'll know you're successful when House to House has a retention rate of 80% year-over-year.*

You'll **manage our two big annual House to House events**: the build trip and the anniversary party. The build trip is for existing partners and their families and clients. It can also be used as a recruiting tool for new partners. The anniversary party is meant to celebrate current partners and introduce our program to new partners. *You'll know you're successful when the 2020 House to House build trip has 50+ participants and the 2020 anniversary party has 200+ attendees.*

You'll work closely with the VP of Partnerships to create and track your monthly budget, set revenue projections, and manage your goals.

You'll **participate in all team-wide events**, including monthly all-staff meetings, annual staff retreat, and all relevant weekly team meetings.

MUST-HAVES:

- 2+ years of experience in fundraising or sales
- Strong organizational and time management skills
- Strong interpersonal, oral, and written communication skills
- Willingness and ability to travel (including some international trips)
- Ability to manage a budget

IT HELPS TO HAVE:

- Knowledge of residential real estate
- A strong network of decision makers, particularly in the residential real estate industry
- Experience in sales or business development for a brand, agency, or other organization
- Spanish language ability
- Degree in marketing or related field
- Knowledge and understanding of CRM Salesforce

SKILLS:

You're a relational ninja

You love people and because of that, people love you. You know how to make people feel at ease, loved, and cared for, whether you're meeting them for the first time or you've been lifelong friends.

You Inspire

You're able to clearly articulate our mission and inspire others to get involved. You thrive on casting vision and engaging people in this cause.

You Care About Poverty

You're able to speak intelligently about global poverty, statistics, and other alleviation strategies being done around the world.

You're a Pro

From the way you dress to your voicemail greeting, you're known for your fun professionalism. You have exceptional written and oral communications, as well as effective presentation skills.

You're a Self-starter

You thrive on blazing new trails and are excited about the opportunity to create an amazing strategy, process, and team in order to scale the House to House program.

You Deliver

You have a predisposition for getting things done and you're comfortable with personal responsibility for aggressive goals.

You're a multitasking machine

You organize your work so you can handle a wide range of small projects at the same time without overlooking anything.

You're a initiator

You know how to manage your own workload and move the ball forward without needing micro-management. You'll come up with new ideas to create new initiatives and remove roadblocks.

DETAILS:

This is a full-time salary position (Base+Bonuses)

Benefits included

Phoenix-based position (potential to travel)

Works closely with: VP of Partnerships & Partnerships Team Associate