

JOB DESCRIPTION

CLASSIFICATION:	Exempt/Salary
POSITION:	Regional Manager Growth Strategies: Puget Sound Washington
EMPLOYMENT STATUS:	Full Time
SUPERVISOR:	Director of Growth Strategies
ALIGNS CLOSELY WITH:	SHI President Manager of Outreach Manager of Growth Strategies Coordinator of Resources/Volunteers

FUNCTION:

The **Regional Manager of Growth Strategies** will have regional responsibility for establishing national brand awareness for Shared Hope International that solidifies the connection between the Shared Hope name and the issue of juvenile sex trafficking. Her/his primary responsibility is to become deeply embedded in the region through relationship building with existing donors; recruitment of new donors including businesses, faith communities, and other relevant organizations; and planning and management of regional awareness and fundraising events. S/he is the regional face of Shared Hope International.

ESSENTIAL DUTIES:

1. Develop a 10% increase in total giving for the region per year (including those raised by Ambassadors and Defenders from the region).
2. Develop a 20% increase per year in new donor acquisition for the region (including those raised by Ambassadors and Defenders from the region).
3. Organize 3 planned giving area events annually.
4. Plan and execute 2 or more events a year in the Puget Sound region
5. Solicits, trains, tracks, and coordinates Activists willing to speak and/or provide assistance to Speakers at events on Shared Hope's behalf.
6. Participates in other Shared Hope events as needed and assigned.

OTHER DUTIES:

1. Supports the SHI President in awareness activities and related duties as assigned.
2. Able to work on teams, as assigned, as a dependable team member.
3. Speak as needed and requested at events representing SHI.
4. Stays proficient and up to date in the SHI Salesforce database system.
5. Additional duties as assigned.

QUALIFICATIONS:

1. Self-motivated and capable of working independently and meeting deadlines.
2. Able to work on a team as a dependable member.
3. Have a positive "can-do" attitude and pleasant demeanor.

4. A minimum of two years managerial business, public speaking, and training experience.
5. A passionate concern for women in crisis and the eradication of sexual slavery.
6. Bachelor's degree. Preference given to degrees in Education, Communications, Marketing, Ministry, or Public Relations.
7. Professional demeanor and excellent interpersonal and public communication skills.
8. Excellent written and oral skills.
9. Strong computer skills including Microsoft, Word, Excel, Power Point, Publisher, and Outlook. Preference given to Salesforce and Adobe familiarity.
10. Strong organizational skills, detail orientation, and ability to multi-task.
11. Willingness and ability to put in long hours, evenings, and weekends as needed to accomplish organizational mission.
12. Willing to travel to other locations as needed. Travel approximately 25% of time.

ABILITIES:

1. Ability to stand or sit for prolonged duration
2. Ability to perform repetitive finger, hand, and arm movements
3. Ability to lift 25 lbs
4. Talking-giving verbal instructions in close range, and speaking over the phone,
5. Able to perform simple math
6. Ability to utilize electronic equipment such as computer, 10-key, telephone, etc.
7. Ability to think critically and provide appropriate solution

Work location: SHI Headquarters in Vancouver WA.

Disclaimers:

1. SHI is an "At-will" employer. *This job description is provided for informational purposes only and does not form the basis of a contract.*

This description is intended to provide an overview of the responsibilities and duties of the position. It is not all-inclusive. The incumbent in the position will be expected to perform other duties as required. The responsibilities may change over time.

Salary Scale: Beginning salary of \$45,000-\$55,000 based on experience. 401K employee match available, health insurance benefit with \$100 employee contribution, and performance based salary increases.

Qualified candidates should email to jobs@sharedhope.org:

- 1) Cover letter
- 2) Resume
- 3) A list of three (3) professional references with contact information (Name, Phone, and email address).

Interviews of all qualified applicants will be in-person at the Vancouver, Washington Shared Hope office. Shared Hope cannot pay or reimburse travel costs for interviewees. The desired start date will be as soon as a qualified person is found for this position.