

Regional Director

Growing Project Development



Location: Upper Midwest - United States (IA, MN, ND, NE, SD, or WI)

Overview: The Regional Director, Growing Project Development is a strategic position within Growing Hope that focuses on Growing Projects (GP), volunteer mobilization and strategic program ownership. He or she must be:

- ♥ Comfortable developing and expanding GPs and empowering and mobilizing volunteers to assist in that process.
- ♥ Familiar with agriculture and the overall sector, as well as global agriculture development.
- ♥ Able to strategically develop partnerships and channels that amplify Growing Hope's visibility into new agricultural and church communities.
- ♥ Able to work in a team environment to leverage the multiple skills of staff, board directors, volunteers, partnered and program participants.
- ♥ Able to work independently, not in an office, and remain self-motivated.

Growing Hope is both a global and local non-profit organization and seeks a regional director who is comfortable operating in both contexts and has the ability to see the big picture.

Responsibilities

Growing Project Development

Growing Projects are the heart of Growing Hope and finding new and expanding existing GPs is the primary aspect of the Regional Director's role.

- ♥ Build strong relationships with existing Growing Projects to encourage expansion, identify/develop future leaders, and generally expand participation.
- ♥ Actively develop new GPs within agricultural (ag) community in assigned territory to meet growth goals. Seek out ag organizations, community groups, associations and individuals that may be interested in starting new Growing Projects with heavy emphasis on farmers.
- ♥ Pursue church-related communities where fruitful by leveraging Implementing Partner relationships as a source of potential leads or introductions and otherwise.
- ♥ Find and develop volunteers to help start new Growing Projects and/or support existing Growing Projects. Identify skills, interests and motivation of volunteers within assigned territory and continually seek opportunities to mobilize them for outreach, development and support initiatives. Provide coaching, tools and training to those volunteers as needed.
- ♥ Constantly steward existing Growing Projects with regular, intentional appreciation, updates and contact. Regularly interact with GP leaders and volunteers to offer assistance and provide encouragement.
- ♥ Utilize overseas trips and visitors to cultivate leaders and re-energize existing GPs.

Please send resume and cover letter to : Admin@GrowingHopeGlobally.org

- ♥ Continuously update and maintain GP, volunteer and other contact related information in Growing Hope's database (Salesforce).
- ♥ Lead strategic programs and channels -- national or regional in scope -- that support overall growth of Growing Hope's GP base. Examples include developing and sustaining partnerships with FFA, agribusiness, corporate partners, and others.

Other Duties

Role includes other responsibilities in areas of individual donor stewardship, resource development and/or partner relations as dictated by organizational and strategic plan needs in coordination with organization leadership. This will also include special projects and supporting Board related activities, initiatives and committees.

Qualifications & Experience

- ♥ 5-10 years experience working in or around the agriculture industry.
- ♥ 2-3 years experience in sales or fundraising preferred.
- ♥ Public speaking skills and experience.
- ♥ Exposure to international food security, community development or agricultural development work efforts a plus.
- ♥ Computer related skills, including Word/Excel/PowerPoint.
- ♥ Communication software related skills, including Zoom and Google Teams.
- ♥ Familiarity with or capability to learn CRM applications (Salesforce).
- ♥ Able to hold evening or weekend meetings as required.
- ♥ Able and willing to travel regularly to carry out responsibilities (U.S. and occasionally overseas).
- ♥ Relevant college degree preferred but not required.

Personal Characteristics

- ♥ A natural networker with a fundraising or sales mindset.
- ♥ Ability to work ecumenically across a broad spectrum of Christian denominations and organizations.
- ♥ Ability to communicate effectively, including demonstrated public speaking skills.
- ♥ Comfortable interacting and adapting in a variety of environments and cultures.
- ♥ Motivated and a self-starter who is comfortable working individually and as part of a team.
- ♥ Demonstrated leadership ability and interest in helping/developing or leading others.
- ♥ Strong interpersonal skills in varied environments.

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