



The Exodus Road®

EMPOWERING RESCUE

Job Title:	Director of Partnerships and Events
Job Location:	Colorado Springs, CO
Reports to:	Vice President of Advancement
Hours:	Full Time
Salary/Benefits:	\$50,000 per year; Generous PTO & Wellness Days, Simple IRA Retirement Plan
Hire Date:	April 1, 2019

Job Description

Organizational Overview:

The Exodus Road (TER) envisions a world where victims of human trafficking are freed and those who enslave them are brought to justice. The Exodus Road will accomplish this vision by utilizing covert investigations teams to assist law enforcement in identifying victims, collecting evidence against traffickers and advocating for police action.

Position Overview:

The Exodus Road is seeking a Director of Partnerships and Events with a strong background in building business and community relationships and managing fundraising events. Reporting to the VP of Advancement, the primary responsibilities of this candidate will be overseeing components of fundraising events and new business partnership development, while managing existing relationships. The candidate must be highly relational while exhibiting great attention to detail and executing well-developed reporting as needed.

Key Responsibilities

- Leverage current partner relationships while focusing on the development and execution of new business opportunities
- Make cold-calls on new partner prospects
- Build and sustain relationships that energize and motivate funders and community partners to become sustainable givers
- Lead proposal development and creation of pitch decks and concept strategy documents for prospective philanthropic partners
- Utilize database for researching prospective and current partnerships and entering contact reports
- Manage future staff as we grow and build a large portfolio of corporate and community partners
- Design, implement, and manage a comprehensive strategic development plan focused on expanding and enhancing relationships with area businesses, organizations, and foundations to create new engagements opportunities for funding and partnerships
- Oversee advancement staff and lead committee(s) of external volunteers in fundraising for TER events, as appropriate
- Retain, grow, and manage relationships with sponsors for each event, driving them toward deepened engagement with TER
- Perform other responsibilities and projects as needed and assigned

Qualifications and Skills

- Bachelor's degree or equivalent experience
- Minimum 5 years work experience in fast-paced, growth-oriented organization(s), specifically in a non-profit with significant portion of past portfolio(s) working with large foundations and donors.
- Demonstrated ability to cultivate and solicit individual and corporate donors
- Ability to produce written documents and pitch decks in a way that reflect a clear understanding of funder goals
- Ability to multi-task, be well-organized, and detail-oriented
- Positive and professional interpersonal skills
- Effective work performance in a team environment and in self-directed situations
- Superior communication, writing, and report preparation skills
- Experience and competency with fundraising software such as Salesforce, Hubspot or other relational database management software a plus
- Adheres to the highest ethical standards, demonstrates empathetic disposition and good judgment.
- Dependability, humility, sense of humor, and strong commitment to TER's mission
- A passion for TER's mission, an unyielding commitment to making the world a better place, and passionate about improving the lives of trafficked victims

Apply

To apply, please send a resume, list of references, and cover letter to: careers@TheExodusRoad.com. Please include the job position in the subject line.

The Exodus Road is an equal-opportunity employer and does not discriminate based on gender, race, ethnicity, sexual orientation, marital status, physical ability or any other legally protected basis. TER evaluates all candidates on a merit basis.