# Church Partnership Manager (regionally based)

# Context:

The Church Engagement team has a responsibility to strategically engage with the local church across the UK, to serve and equip them in their mission to serve and include the poorest whilst confidently proclaiming Jesus, through partnership with CAP and by supporting our work financially.

**Purpose:**

The role of the Church Engagement Partnership Team is to work with churches across the UK to develop relationships, interest in CAP services and ultimately service openings The team aims to serve and equip the local church to understand how a CAP service can support their vision and mission and enable them to reach those in their communities who may benefit from our life transforming services. This role is regionally based and covers a large geographical area and significant travel is expected

**Passion:**

We are extremely passionate about vision casting the work of CAP to potential partner churches and supporters. We are passionate about helping churches to overcome potential barriers in order to increase the coverage of the work of CAP through the local church across the UK, ensuring that the life transforming services we provide are accessible for all.

**Personality:**

We love the local church! We are a driven, tenacious, relationship-building, target focused team who are full of compassion and who find some fun in every day.

**Role:**

**Accountabilities:**

* To develop a regional plan to deliver on the church engagement strategic goals and prioritistion of key contacts, churches and locations of new services in line with the organisational plan
* To work with the Regional Leaders and Regional Directors to ensure goal alignment and deepen local knowledge and connections in order to deliver on the strategic goals
* To proactively manage a caseload of churches within your region who have expressed an interest in any one of CAP’s ministries, through face to face meetings and all other appropriate forms of communication. This will include significant travel across the region to meet with appropriate churches/ leaders
* To work alongside a church to identify if a CAP service supports their church vision, and if so manage them through the church journey and experience to open a new CAP service
* To use existing, and develop new ways of generating enquiries about CAP’s ministries with support from the Development Manager and Marketing Manager
* To promote, attend and represent CAP at events and meetings in the region to develop new relationships and ensure new enquiries are generated.
* To work with the Events Team to ensure successful planning and delivery of Church Engagement events within your region where appropriate
* Alongside the Church Engagement Development Manager and in collaboration with the Regional Director and Regional Leader, develop relationships with key denominational and church leaders within your region in line with the strategic plan who are not currently connected with CAP and when appropriate book face-to-face meetings
* Management of the Church Engagement campaigns and accurate church data management using Inspire or other appropriate systems
* To work with the local church team to ensure the appropriate candidate is identified and has a full understanding of the role and responsibilities involved and ensure People and Culture receive the appropriate information in a timely manner
* To ensure new partner churches are aware of the key commitments in the Partnership Agreement and to help them establish the necessary infrastructure and resources needed to open a new CAP Service.
* Work with the National Speaker Team leader to maximise church talk opportunities appropriately through church partnerships
* To work on exhibition stands (when necessary) to help generate enquiries.

**Measurable Outputs:**

* Achieve the target number of new enquiries from churches in your region to meet the organisational plan for new services
* Achieve continual growth of the number of churches in your region’s pipeline for each new service opening
* Achieve the desired number of new CAP services opening in your region in line with the organisational plan
* Achieve the target number of priority church meetings and key contacts in line with the organisational plan
* All church leaders contacted within 5 days of them engagement to follow up and encourage them in the next steps around partnering with CAP
* Partnership Agreements and all paperwork produced and returned for every new service prior to training (including Direct Debit Agreements).

The above job profile is a guide to the work you may be required to undertake but does not form part of your contract of employment and may change from time to time to reflect changing circumstances.

**Culture:**

* Clearly live out and embrace the cultural values of CAP.
* Clearly demonstrate a heart and passion for the charity.
* Sincere acceptance, understanding and practice of the Christian ethos and purpose of the Charity.

**Other Responsibilities Include:**

* Being willing to pray with staff and be fully engaged with our Christ centred  culture.
* To encourage friends, family and other contacts to support the charity through the Life Changer program, and other fundraising initiatives.
* Attendance at annual CAP staff conferences

The above job profile is a guide to the work you may be required to undertake but does not form part of your contract of employment and may change from time to time to reflect changing circumstances.

**Person:**

**Education:**

* A-level or equivalent experience
* Confident computer user including Word, Excel, internet and databases

 **Experience:**

**Essential**

* Experience in driving and delivering results.
* Broad experience and knowledge of the UK Church and denominational structures.
* Experience of having to work using your own initiative.
* Experience of working to a deadline and meeting targets.
* Experience of building networks and relationships with external organisations
* Experience of working as part of a team.
* Administrative experience.
* Good I.T skills

 **Skills/Abilities:**

* Ability to build relationships and inspire others to take action
* Ability to drive projects and deliver results, confidently leading the conversation and directing the next steps for action
* Able to work unsupervised, under pressure and juggling multiple priorities and deadlines
* Good influencing and negotiating skills
* A confident communicator who promotes CAP’s culture and values at all times.
* A confident public speaker.
* Naturally decisive and proactive.
* Resilient.
* Ability to prioritise time, tasks and attention effectively in a pressured environment.
* Organised and driven to reach targets quickly and efficiently.
* Able to build strong working relationships within remotely-based teams.
* An understanding of the variety of Christian denominations and streams within the UK.

**Christian Commitment:**

* The candidate must be able to give both verbal assent to and practical demonstration of Christians Against Poverty’s Statement of Faith and Core Values
* Must be able to actively participate in prayer and worship, whether individual, small group or corporately, as an expression of own personal faith and in line with CAP’s Statement of Faith.

All adults working in, or on behalf of the CAP have a responsibility to safeguard and promote the welfare of children and adults. This includes: A responsibility to ensure a safe environment in which CAP Services can be delivered. Identify children and adults where there may be safeguarding concerns and to follow the CAP Safeguarding Policy in addressing any concerns appropriately.

**October 2019**