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We don't sell mops; we gather moms. Here at MOPS, we believe in the simple but revolutionary idea that remarkable things happen when moms come together. That's why we rally women, in their own neighborhoods, to help them become more brave, kind and honest, one gathering at a time.

We're a family friendly, faith-based organization looking for hungry, smart and humble individuals to grow MOPS and make us better at cultivating communities of moms around the world. We have fun as we work, and when all else fails we eat chocolate and drink coffee together.

If the warm fuzzy feelings you get from serving moms aren't enough, we also offer benefits like health insurance, a retirement plan that MOPS matches, and lots of holidays and vacation days. So get ready to work hard, laugh often and celebrate victories with us along the way.

MOPS International is looking to hire a full-time, **Director of Sales and Strategic Partnerships**. This person is responsible for leading the expansion of MOPS groups through key strategic ministry relationships, business development, and the group sales and launch process. So pick up your laptop, send us your resume, and we'll do an incredibly embarrassing happy dance!

Here's what you need to know:

Key Responsibilities

Senior Leadership Team Responsibilities

- Contribute to a thriving culture for the entire organization that is passionate and contagious.
- Positively promote MOPS ministry, staff and strategic objectives internally and externally.
- Contribute proactively to, shape and successfully implement strategic and annual plans.
- Cultivate and offer focused strategic thinking, planning and decision making that accomplishes strategic objectives and MOPS ministry development.
- Facilitate cross-organizational implementation of strategies through on-time reporting and collaboratively working towards completion of annual plan.
- Lead, manage and develop assigned staff to meet strategic and annual goals.
- Manage the development and implementation of team's annual budget to support budgetary and missional goals.
- Stay abreast of trends in future audiences, ways of connecting and communication vehicles.

Starting New Groups

- Responsible for starting and launching new MOPS groups to support the vision of reaching 1 million moms per year.
- Staff and lead the Sales team to maximize effectiveness through training in sales techniques and motivating the team members.
- Design and implement lead qualification campaigns.
- Create messaging, talking points and scripts for the Sales team to communicate the broader impact of MOPS in the local church.



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- Develop and implement a pricing and discount strategy to maximize sales profits and overall MOPS profits while maximizing the ministry impact.
- Lead the process of taking newly started groups and supporting them to a point where they are actively meeting (launched).
- Manage related budgets and responsible for meeting fiscal goals.

Sponsor Relations and Strategic Partnerships

- Create strategy to acquire, retain, and grow sponsor relationships, including a lead pipeline.
- Responsible for annual revenue and expense budgets.
- Oversee exhibitor and sponsor communication and processes to ensure quality service and aid in retention.
- Manage Sponsor Relations team.
- Personally maintain relationships with high-level sponsors by cultivating existing and new strategic relationships by reporting, fostering excitement and expressing appreciation on behalf of MOPS.
- Drive the process of establishing Memo of Understandings between MOPS and the strategic partner by building rapport; defining success; overcoming objections; preparing contracts.
- Create and implement a strategy to identify and pursue partners with the capacity to start a large number of groups directly from those relationships.
- Secure curriculum for MOPS kids program each year.
- Integrate sponsor relationships throughout the organization as needed and ensure clear communication

Job Requirements

- Follower of Jesus and able to faithfully sign and uphold the MOPS Faith and Values Statement.
- Bachelor's Degree in related field or equivalent experience.
- Five years of sales or similar experience.
- Five years of supervisory experience and team building experience.
- Demonstrated passion and experience for growing God's church in the US.
- Ability to engage, motivate and coach team members.
- Demonstrated passion for improving processes, systems, and skill levels.
- Demonstrated mentor, leader and coach.
- Goal achievement oriented.
- Creative problem solving.
- Team player with a demonstrated organizational/leadership skills.
- Budget management skills and analytical ability.
- High level of written and verbal communication skills.
- Able to direct strategic as well as operational processes.
- Calm under pressure.



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Details

The **Director of Sales and Strategic Partnerships** position is full-time and an in-office position. This position is eligible for all of our benefits.

Send us your resume and cover letter to employment@mops.org so that we can get to know you better! Don't be shy, tell us why this is the perfect job for you and why you're excited about our mission.

We can't wait to hear from you!