



GREENHOUSE SCHOLARS

Greenhouse Scholars

Job Position: Cultivate and Manage Relationships for Organization's Expansion

Location: Charlotte, NC

www.greenhousescholars.org

This position is currently open. Submissions will be reviewed on a rolling basis starting May 8, 2017.

Greenhouse Scholars cultivates leaders to change low-income families and communities.

Our vision is to create a community of leaders who will evolve the communities of the world. Our values are leadership, accountability, community, and relentlessness. And our Whole Person program model includes 8 components: mentorship, peer support, internships, professional networking, Summer Symposium, financial support, skills modules, and impact. We support high-performing but under-resourced students during and after college. Greenhouse Scholars has an innovative, hard-working, results-driven culture with a high-performing team.

The Opportunity:

In 2017, Greenhouse Scholars will expand to North Carolina and grow our existing presence in Georgia. We are looking for a dynamic person to manage existing relationships and cultivate new ones with individual donors, corporate partners, mentors, volunteers, and foundations -- with a focus on growing these relationships so they become increasingly meaningful, valuable, and sustainable. This position will require adaptive relationship skills, interaction with high-net-worth individuals and corporate donors, and a strong, self-motivated work ethic.

Responsibilities will Include:

- Communicating the Greenhouse Scholars program deliberately and intentionally in a way that's consistent with our brand strategy and inspiring.
- Developing trust, confidence, and a strong rapport with a variety of our community members.
- Getting the 'right contributors in the right seats' by presenting opportunities to engage that are customized and specific to the prospect's goals and values, that are a match with the organization's needs, that can be sustained for the long-term, and that the organization can deliver on.
- Cultivating referrals from current supporters.
- Completing proposals for corporate and foundation grants - and presenting these proposals.
- Writing, formatting, and designing reports that demonstrate our unique value and impact in a professional and customized manner.

Ideal candidate will:

- Have a strong ability to create and build long-term relationships.
- Be positive, engaging, and entrepreneurial.
- Provide exceptional and customized customer service to a variety of constituents with varying personalities, needs, and objectives.
- Work independently in a satellite location remote from other team members.
- Demonstrate excellent communication, presentation, and follow up skills.
- Have exceptional attention to detail, especially regarding written communications.
- Have 8-15 years of work experience.
- A bachelor's degree from a four-year college or university is mandatory.

To apply, please upload resume and cover letter to:

<https://www.surveymzmo.com/s3/3480372/Relationship-Cultivation-and-Management-in-North-Carolina-and-Georgia>