

PARTNER DEVELOPMENT ASSOCIATE



The Partner Development Associate will be responsible for prospecting, selling Catholic Parish Leaders Parish Renewal products and services. This is a full-time remote position. HQ | Timonium, MD. Rebuilt Parish is a ministry of Church of the Nativity.

PARTNER DEV Team

The Partner Dev Team works collaboratively to support the mission and vision of Rebuilt to Make Disciples and help Parishes make Disciples through Coaching, Content, Courses and Community.

Must-Haves

- 1-2 years experience in Sales, ideally in a faith based organization
- Desire to learn, grow and reach the “unchurched”
- Excellent Communication Skills
- Adaptability and Resilience
- Relationship Building Skills
- Tech Savvy. Proficiency with CRM software and online communication tools
- Passion for the Mission

Nice-to-Haves

- Non-profit experience
- Deep Understanding of Faith and Values
- Parish volunteer or work experience



General Responsibilities

- Conduct outbound calls to prospective partners to introduce Rebuilt Parish's products and services.
- Set appointments for the Director of Partner Development by effectively communicating the value proposition and benefits of our offerings.
- Utilize HubSpot CRM to manage and track all communication and sales activity.
- Maintain a goal-oriented approach to sales, striving to meet and exceed targeted goals
- Cultivate strong relationships with potential partners through active listening and understanding their needs.
- Overcome objections and address concerns to effectively move potential partners through the sales funnel.
- Provide weekly updates on progress, including insights gained and positioning within the sales funnel.
- Collaborating with the different departments to help generate leads.
- Participate in weekly staff development meetings.

To apply for this position please email david@rebuiltparish.com