



TrustBridge global

MAKING
GLOBAL
GIVING
EASY



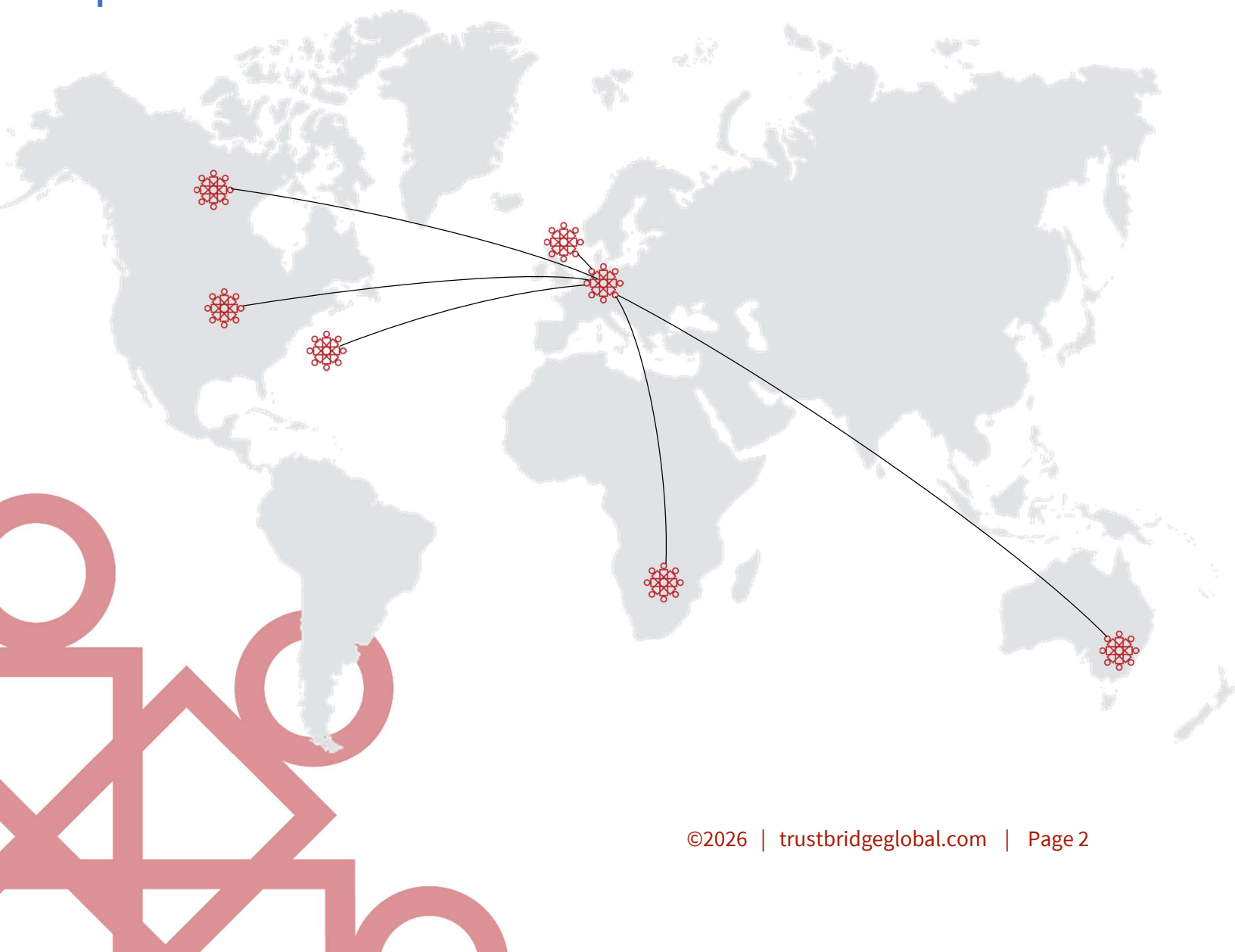
MAKE YOUR
IMPACT ON
THE WORLD

Relationship Director

TrustBridge Global Foundation is a grant-making foundation based in Switzerland. We receive donations from individuals and entities all over the world and process and send grants to charities almost anywhere.

OUR MISSION IS TO **MOBILISE RESOURCES**
BY **MAKING GLOBAL GIVING EASY.**

WE DO THIS BY CREATING A **GLOBAL**
NETWORK OF GENEROUS COMMUNITIES.



Imagine anybody giving to any charity anywhere with just a few clicks. We believe that radically improving cross-border giving will change the world.

OUR VISION IS THAT **CHARITIES
EVERYWHERE** HAVE ALL THEY NEED TO
ACCOMPLISH THEIR MISSION.



There are trillions of dollars, euros, and yen in the hands of generous people around the world, more than enough to make a significant difference in the lives of people around the world – TrustBridge will get those resources moving.





Put People First

The world tells us that we need to decide between benefiting ourselves or benefiting others. In all situations, we will choose to apply the Golden Rule and treat others as we would like to be treated. We put people first and lean into generosity. People are more important than dollars.

Trust Our People to Act

We believe in our people – their gifts, skills, and worth – and therefore we trust our people. We are self-starters and take action without waiting to be told. But not necessarily on our own – we listen and collaborate. We provide everyone with the training, strategic clarity, and radical information sharing necessary to make wise decisions.

Find a Way to Say Yes

Our team is comprised of some of the smartest, most gifted people around. We believe our clients deserve maximum effort and creativity applied towards the accomplishment of their goals. While we always need to consider costs and potential risks, we should exhaust every reasonable alternative before we say “no, we can’t do it”.

Move as Fast as Possible, but Not Faster

In serving clients, time is of the essence. Non-profit charities should not operate at a lower standard than for-profit businesses. We strive for world-class responsiveness to client needs, while not compromising compliance with applicable laws and regulations, or our standard of excellence. Additionally, as we innovate, we move those solutions into production with real world urgency.

TrustBridge maintains a globally distributed workforce with team members in Switzerland, the United States, India, Malaysia, the Philippines and more.

THE FOLLOWING OPPORTUNITY IS FOR A RELATIONSHIP DIRECTOR WITH A WIDE VARIETY OF RESPONSIBILITIES.

DESIRED OUTCOMES

Someone excelling in this position will:

- Achieve and exceed revenue growth targets for TrustBridge.
- Disciple Top Tier Donors in their journey of generosity.
- Develop and maintain strong, lasting relationships with client charities and donors.
- Increase the number of top-tier donors, meeting agreed-upon growth targets.
- Effectively educate donors & charities about the comprehensive services TrustBridge offers.

JOB SUMMARY

We are seeking a dynamic and results-driven Relationship Director to join TrustBridge. The ideal candidate will be a seasoned professional passionate about building meaningful relationships with donors and charities and driving revenue growth. This role is central to achieving organizational targets by fostering client relationships, expanding the donor base, and educating stakeholders about TrustBridge's services.

KEY RESPONSIBILITIES

- **Relationship Management:**
 - Disciple donors in their spiritual journey of generosity.
 - Meet with existing clients on a regular basis to maintain and grow relationships.
- **Quarterly Planning and Reporting:**
 - Develop a detailed quarterly success plan to achieve growth targets.
 - Provide monthly progress reports on the success plan.

- **Sales and Outreach:**
 - Educate charities about the benefits of utilizing TrustBridge.
 - Actively prospect and identify new client opportunities.
 - Travel as needed within the designated territory to meet clients and prospects.
 - Attend regular sales meetings and actively contribute to discussions.
 - Attend relevant conferences or events to connect with potential clients.
- **CRM and Feedback:**
 - Document all calls, tasks, and client interactions in the CRM system.
 - Provide actionable feedback on marketing strategies and resource needs to support success.

EDUCATION, TRAINING, EXPERIENCE

- Experience in helping clients in financial planning, managing wealth, or charitable giving is advantageous.
- Financial certifications or a degree in a related field are needed.
- Passion for generosity and a commitment to TrustBridge's mission.
- Proven sales skills with a track record of achieving measurable outcomes.
- Self-motivated, self-starter, proactive.
- Tenacity, resilience, and determination to succeed.
- Outstanding interpersonal and relationship-building abilities.
- Experience in running a charity and dealing with international grants is preferable.
- Willingness and ability to travel within the designated territory.
- A growth mindset with the ability to learn quickly and adapt to new challenges.
- Self-motivated, capable of performing independently while maintaining high performance standards.
- Teachable, coachable, and open to feedback and continuous development.

WORK ENVIRONMENT AND MENTAL REQUIREMENTS

- Computer-based work, with regular telephonic meetings and phone interactions.
- Benefits include paid time off, paid holidays, employer contributions to health insurance, and annual bonus. Future retirement benefits are anticipated.

WHY JOIN TRUSTBRIDGE?

This is an exceptional opportunity to contribute to a purpose-driven organization while advancing your career in sales and relationship management. If you are passionate about making a meaningful impact and have the skills and attitude to succeed, we encourage you to apply.

Contact (recruiting@trustbridgeglobal.com) to find out more.



TrustBridge
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GIVING | IMPACT | GLOBAL