



Brand Engagement Representative – Business Development – Kiss the Ground

- Remote
- Full-time
- Part-time
- Intern
- Independent Contractor

Organization Description

Kiss the Ground is an audience-supported nonprofit that promotes regeneration and healthy soil as a solution for human and planetary health. Through storytelling, education, and partnerships, the organization helps inspire participation in the Regenerative Movement—reaching 20 million people last year through its content.

The Role

Kiss the Ground is seeking a sales-focused and mission-aligned **Brand Engagement Representative - Business Development** to help build a new partnership revenue channel for a nationally recognized non-profit.

Our Partnership program, “Round Up for Regeneration,” enables brands to offer their customers the option to round up purchases at checkout to support regenerative agriculture/farming initiatives by supporting Kiss the Ground (easy implementation, customer engagement benefits, climate/impact alignment, storytelling opportunities).

This role will support in identifying and engaging aligned brands and businesses. This role will focus on outbound outreach, relationship building, pipeline management, and the generation of new Round Up for Regeneration brand participants that support Kiss the Ground’s Impact initiatives.

The role will report to the Director of Supporter Relations and collaborate closely with Operations and leadership teams on systems and infrastructure.





Key Responsibilities

- Execute outbound outreach via email, LinkedIn, and additional channels to engage aligned brands and businesses.
- Build, organize, and maintain targeted prospect and aligned brand lists.
- Communicate the value of supporting regenerative agriculture and Kiss the Ground's mission through Round up for Regeneration initiatives. .
- Secure participation commitments and projected contribution estimates from prospective leads.
- Maintain consistent follow-up communications and pipeline momentum.
- Track outreach activity, responses, commitments, and timelines using CRM and project management systems.
- Provide weekly reporting and updates through designated communication channels.
- Support relationship management and partnership onboarding processes as needed.

Candidates will have access to:

- Supportive Partnership Materials
- Drafted Outreach Templates
- Hubspot CRM / Database

Success in this role will include maintaining consistent outreach activity, engaging qualified companies weekly, securing Round Up for Regeneration commitments, and increasing projected round-up revenue.

Qualifications

- 5+ years of professional experience in sales, business development, partnerships, nonprofit fundraising, or related fields.
- Strong outbound sales or business development experience.
- Comfortable with cold outreach and high-volume engagement.
- Skilled communicator with excellent verbal and written communication skills.
- Organized, proactive, self-directed, and able to manage multiple conversations and timelines simultaneously.
- A can-do approach, adaptable and open to possibilities.
- A passion for solutions to our wellness, water, and climate crisis.
- Experience collaborating with team members and external partners with a "Happy to Help" attitude.
- Familiarity with productivity and collaboration tools (e.g., Google Workspace, Asana, Slack, CRMs, Zoom, LinkedIn).

- Ability to work independently and move quickly in a remote work environment.
- A team player mentality, modeling accountability and respect in a remote/digital work environment.
- Access to your own computer and reliable internet.

Nice to Have

- Experience working in nonprofit, sustainability, regenerative agriculture, or mission-driven organizations.
- Existing relationships within conscious consumer brands or aligned business sectors.
- Experience with donor engagement or cause-marketing partnerships.

Compensation & Schedule

This position is a part-time contractor role (approximately 10 hours/week | 40 hours/month) with the possibility of evolving over time. We're looking for someone excited to help build scalable, mission-aligned supporter and partnership revenue infrastructure alongside our team.

Compensation: \$50–65/hour depending on experience, plus performance bonuses tied to partnership revenue growth and retention milestones.

Weekly targets (KPIs):

- 80–100 outbound touchpoints to aligned brands and partners with strong round-up, sponsorship, and distribution fit
- 5–10% positive response rate (engaged replies, interest, or requests for additional information)
- 2–4 qualified partnership opportunities progressing toward activation with identified decision-makers and clear next steps

Monthly targets:

- 50%+ of qualified opportunities convert to revenue-generating partnerships
- \$10K+ in new monthly round-up and/or company-match revenue during initial ramp phase

The compensation range listed here has been provided to comply with local regulations and represents a potential compensation range for this role. Please note that actual compensation may vary depending on experience, qualifications, and location.

To apply, please fill out this form.

APPLY

