

## For Immediate Hire

### Director of Strategic Partnerships

All potential candidates must respond with a resume and a customized cover letter (including salary expectations) for this position to [hr@biglittlcolorado.org](mailto:hr@biglittlcolorado.org). *Applications without a cover letter will not be considered.*

Applications will be accepted until filled.

#### BIG BROTHERS BIG SISTERS OF COLORADO MISSION

The mission is to create and support one-to-one mentoring relationships that ignite the power and promise of youth. By partnering with youth mentees, parents/guardians, volunteers, local communities, and caring philanthropist we are accountable for each child in our program achieving:

- Higher aspirations, greater confidence, and better relationships
- Avoidance of risky behaviors
- Educational success

#### ABOUT BIG BROTHERS BIG SISTERS OF COLORADO

Since 1918, Big Brothers Big Sisters of Colorado (BBBSC) has operated under the belief that inherent in every child is incredible potential. As part of the nation's largest donor- and volunteer-supported mentoring network, Big Brothers Big Sisters of Colorado makes meaningful, monitored matches between adult volunteers ("Bigs") and children ("Littles"), ages nine through young adulthood in Colorado. We develop positive relationships that have a direct and lasting effect on the lives of young people.

BBBSC serves youth through a portfolio of mentoring programs.

- **Community-based** is a traditional mentoring program. Mentee/mentor matches determine activities of mutual interest and meet two to four times per month.
- **Sports Buddies** is an innovative mentoring program started by BBBSC in 2000. Mentee/mentor matches meet one to two times per month for sports-based activities that are planned, scheduled, and overseen by BBBSC staff.
- The **mentor2.0** program matches youth attending a partner high school one-to-one with an adult mentor starting in high school and through the first year of post-secondary education or training. Matches in mentor2.0 communicate and build their relationship through weekly email exchanges using the research-based "College Ready" curriculum.

#### OVERVIEW

The Director of Strategic Partnerships develops partnerships with corporations (local and national) and other strategic partners for BBBSC. This position is responsible for raising and growing the corporate revenue budget including event revenue and managing approximately 120 corporations and partners, as well as managing and developing the Associate Board of Directors. This position works closely with the Vice President of Development and Marketing on relationship cultivation and strategic revenue strategy.

The Director of Strategic Partnerships will need to be a highly effective storyteller and relationship builder who can capture the hearts and minds of potential corporate partners and inspire them to join through investment of financial resources, in-kind donations, and expertise. Similarly, the Director will be a creative, out-of-the-box thinker.

His/her/their ability to leverage social networks and to create relationships will be an important skill to success as the emphasis on new partnerships will be key.

## RESPONSIBILITIES

- Solicit all corporate sponsorships for strategic partnerships and key fundraising events.
- Lead and identify new creative partnerships and maintenance of agency partnerships.
- Responsible for creating partnership plans and strategy in collaboration with staff.
- Work with national BBBS to identify areas of partnerships and how to mobilize locally.
- Ensure corporate event revenue goals are met for the Gala and Sanctuary Golf Tournament.
- Assist with mentor recruitment from corporations and other strategic partners.
- Oversee proper corporate donor recognition in conjunction with events and marketing/communications.
- Oversee the growth of the BBBSC Career Possibilities Program.
- Manage corporate partnership gifts ranging in size from \$25,000 to \$150,000.
- Supervise staff reporting to this position.

## QUALIFICATIONS

- Bachelor's Degree preferred - preferably in business, marketing, communications, or related area.
- A minimum of 5 years nonprofit development fundraising experience and proven record of success.
- Strong organizational and time management skills, ability to execute results and prioritize.
- 2-3 years management experience.
- Excellent written, communication, including presentation and negotiation skills are required.
- Exceptional relationship skills.
- Skilled leader and manager, able to negotiate personalities and coach people towards goals.
- Creative. Able to develop and drive idea from conception to goal.
- Team-oriented, capable of working with a wide range of people to achieve team goals.
- Strong computer skills, experience with CRM software, proficiency in desktop publishing, Microsoft Office as well as a working knowledge of PC applications and a variety of file formats.

## COMPENSATION

Our goal is to make all aspects of working with us transparent. That includes our offer process. When we have identified talent that is a good fit for BBBSC, we work hard to present an equitable and fair offer. We look at your knowledge, skills, and experience along with your compensation expectations and align that with our company equity processes to determine our offer ranges.

We value and want to support our team members, and are proud to offer a comprehensive compensation package that includes the following:

- Salary range for this position is **\$60,000-\$65,000** dependent on experience.
- Excellent benefits including company paid medical, dental, vision for the employee.
- Many other work-life balance benefits.

## COMMITMENT TO JEDI

We are committed to creating and cultivating a safe environment where all individuals feel respected and valued equally. We - BBBSC staff and board - are committed to a nondiscriminatory and anti-racist approach and are committed to dismantling any inequities within our policies, systems, programs, and services.

At BBBSC, Justice, Equity, Diversity, and Inclusion (JEDI) is an integral part of our values and mission. We recognize, affirm, and celebrate the diverse backgrounds, lives, and experiences of all our stakeholders, including youth, families, donors, volunteers, and staff. We ensure the opportunity for all voices and perspectives to be heard and honored. In the workplace, we foster an environment where all people can be their best selves. We affirm that every person [regardless of ability, age, cultural background, ethnicity, faith, gender, gender identity, gender expression, ideology, income, national origin, race, or sexual orientation, marital or veteran status] has the opportunity to reach their full potential. We strive to realize the full potential that is within all of us by ensuring that all voices and perspectives are heard and honored.

For more information about Big Brothers Big Sisters of Colorado, visit our website at [www.biglittlcolorado.org](http://www.biglittlcolorado.org).

**Equal Opportunity Employer:** Minority-BIPOC/Female/Veteran/Disability (Individuals with a disability who need an accommodation to apply please contact us at [hr@biglittlcolorado.org](mailto:hr@biglittlcolorado.org).)

**No calls or emails from third parties please.**