



Title: Director of Partnerships
Reports to: Managing Director
Classification: Exempt
Location: Ross, CA office
Supervises: n/a

Position Overview:

The Director of Partnerships proactively identifies, explores and executes a comprehensive plan for developing key external relationships that will enable The Representation Project to have the greatest possible impact in our campaigns and programs. In addition to stewarding existing partners, the Director of Partnerships will work closely with the President/CEO and Managing Director to identify and cultivate new strategic partnerships and collaborate with industry leaders to ensure large-scale change, brand awareness, and earned revenue opportunities.

Director of Partnerships - Primary Duties:

- Design partnership criteria and strategies to leverage and grow current partnerships for the organization as well as for individual films and/or campaigns.
- Develop and propose new strategic partnership initiatives related to behavioral and cultural transformation with corporations, nonprofit organizations, industry-specific coalitions, high-impact individuals, and foundations.
- Meet annual revenue goal of \$250,000 plus via partners and corporate sponsors, and play active role in donor cultivation and stewardship.
- Confidently and creatively represent the organization and convey the value proposition of The Representation Project to prospective and existing stakeholders.
- Build on and lead current industry-specific salon programs and coalitions.
- Update and design sponsorship materials.
- Package existing and future content for marketplace demand.
- Develop strategic learnings from partnership programs to offer key highlights/ best practices for the organization.

Qualifications:

- Accomplished professional with 7+ years' experience in business- and partnership-development, fundraising, and/or stakeholder cultivation.
- Demonstrated success in managing and cultivating high-profile relationships and partnerships.
- Superior branding and marketing background, preferably with a successful global brand.
- Portfolio of high level connections in advertising, media and/or public policy.
- Strong relationship-building, networking and presentation skills.

- Superior writing and verbal communication skills.
- Entrepreneurial and detail-oriented, able to execute on big ideas.
- Leader, motivator, team player.
- Bachelor's degree required. MBA and/or entrepreneurial experience a plus.

To apply, please email cover letter and resume, Subject: Director of Partnerships, to dani@therepresentationproject.org.

Please: no phone calls.

Please note that due to our workload and staffing, only candidates selected for interview will be contacted.