



**Position:** Strategic Partnerships Director  
**Location:** Remote, office in Boulder, Colorado  
**Reporting to:** Vice President, Development  
**Status:** Exempt

### **Background**

Based in Boulder, CO, Protect Our Winters (POW) is a nonprofit that engages and mobilizes the outdoor sports community to lead the fight against climate change through educational initiatives, political advocacy and community-based activism.

Founded by professional snowboarder Jeremy Jones in 2007, POW works against climate change by turning passionate outdoor people into effective climate advocates. We are a community of athletes, thought pioneers and forward-thinking business leaders working to affect systemic political solutions to climate change. We work hard, but we enjoy taking our meetings to the chairlift or backcountry.

### **The Opportunity**

POW is seeking a Strategic Partnerships Director to lead the design and execution of POW's brand partnership model, crafting bespoke and multiyear engagement paths for more than 50 brands, empowering their executives, employees, and customers around POW's mission.

This Director will be a thought partner with POW's Executive Director and leadership while working across all departments to recruit, support and mobilize the corporate partners and, in doing so, help the Outdoor State become the most influential group on climate in the United States.

In addition to strategic program design, the Director will serve an account service role, providing day-to-day management of high-potential corporate partnerships, including prospecting, cultivation, stewardship, communication, and issue resolution.

### **Description of Responsibilities**

- Lead the updating and implementation of the organization's partnership strategy that increases corporate leadership on climate while driving well-aligned, and mutually beneficial funding partnerships.
- Design and lead POW's "CEO Alliance" program engaging individual senior-level corporate leaders around POW's mission.
- Prepare and present compelling presentations and deliverables to corporate partners, aligning POW's 2024 Strategic Plan with each corporation's environmental and social impact strategies.
- Manage a portfolio of existing and new accounts, creating programs to deepen and strengthen engagement and funding.
- Work hand in hand with the programs, communications and development teams to ensure corporate partnerships maximize opportunities for outreach, membership growth, and advocacy.
- Actively consult with POW's PR team on media outreach activities, story development, local activation strategies and event planning related to corporate partners.
- Manage a small internal team dedicated to corporate engagement, and regularly interface with internal stakeholders on each partner.
- Support and leverage relationships with POW board, advisory board, and supporters to identify, recruit and engage partners within and beyond the outdoor industry.

**Ideal Candidates Will Possess:**

- Strong commitment to protecting the places that support an outdoor lifestyle and to the inclusion and representation of all the people who make up the Outdoor State.
- 5-7 years of experience working with major brands in a senior account management capacity. You have excellent client relations and communications skills, and experience working in and/or with large companies or within nonprofit organizations' partnerships or marketing departments.
- An uncanny ability and ease with which to counsel partners and internal teams on creative opportunities to showcase partnerships.
- Experience negotiating with and influencing key decision makers.
- Passion for creating campaigns with partners that include thought leadership, product launch, and policy calls to action to achieve mutual goals.
- Experience using metrics and reporting to ensure partners' monthly, quarterly and annual goals are always met or exceeded.
- You are an effective team collaborator and leader with excellent verbal and written communication skills.
- Bachelor's degree
- You thrive in a fast-paced environment.

**Physical demands and work environment**

Must operate within the context of established objectives. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this job, the employee is regularly required to talk, hear, and see. The employee frequently is required to sit, stand, walk, use hands and fingers to handle or feel, and reach with hands and arms.

**Location**

The position is located in Boulder, Colorado with remote work potential for candidates that reside in the states in which POW employs: Arizona, Colorado, Maine, Massachusetts, Michigan, Montana, New Hampshire, Nevada, North Carolina, Oregon, Utah, California and Washington. Additionally, POW may consider candidates residing in Wisconsin and Vermont. Unfortunately, POW is not able to accommodate candidates residing in other states at this time.

**Application:**

Applications must be submitted by December 19, 2021.

Please submit a cover letter, resume, and portfolio to [work@protectourwinters.org](mailto:work@protectourwinters.org) with 'Strategic Partnerships Director' in the subject line.

Salary commensurate with experience, with a pay range of \$80,000 - \$90,000. Protect Our Winters offers a generous benefits package including employer paid healthcare, vision, and dental benefits as well as a retirement match. Additionally, POW offers sick and holiday time, above industry average paid time off and a family-friendly, flexible work environment.

If you meet more than 75% of the qualifications of this description, we encourage you to submit an application.

At POW, we are committed to providing an environment of mutual respect where equal employment opportunities are available to all applicants and teammates without regard to race, color, religion, sex, national origin, age, marital status, sexual orientation, gender identity, gender expression, military and veteran status, and any other characteristic protected by applicable law. POW believes that building diversity is critical to the success of a global organization. We seek to recruit, develop, and retain the most talented people from a diverse candidate pool.