



**Position:** Strategic Partnerships Manager

**Location:** Boulder, Colorado or remote work potential for candidates near Carbondale, Colorado, Bend, Oregon, Salt Lake City, Utah, Vermont, New Hampshire.

**Reporting to:** Strategic Partnerships Director

**Status:** Exempt

### **Background**

Protect Our Winters (POW) is a 501(c)(3) nonprofit that helps passionate outdoor people protect the places we live and experiences we love from climate change. Founded by pro 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, scientists, creatives, and business leaders advancing non-partisan policies that protect our world today and for future generations.

### **The Opportunity**

POW is seeking a Strategic Partnerships Manager to support its fundraising and mobilization work with corporate partners that make up the Brand Alliance. The Strategic Partnerships Manager will play a crucial role in recruiting and prospecting new partners, stewarding relationships with current partners, and designing opportunities that empower corporate partners to participate in POW's campaigns and programming as meaningful advocates.

The Strategic Partnerships Manager will serve an account manager role and own a portfolio of 70+ key partner relationships. They will be responsible for executing agreements and renewals with partners that secure essential funding for POW's general operating budget, regular and proactive outreach to current partners to ensure close communication, and aligning opportunities for partners to engage in campaigns and programming.

In addition to account management responsibilities, the Strategic Partnerships Manager will be a thought partner with the Strategic Partnerships Director, working to evolve POW's partnership offering to increase funding and participation in POW's work. The Strategic Partnerships Manager is a member of the Development Team and works closely with department team members to maintain alignment on revenue goals and department initiatives. They will also work across POW departments to integrate partners in relevant communications, advocacy, and education campaigns and events.

### **Description of Responsibilities**

- Be the primary contact for a partner portfolio of 70+ partners
- Design and negotiate agreements with current partners and renewals with existing partners to meet departmental revenue goals
- Meet regularly with partners and serve as primary point of contact and liaison for POW's partners
- Provide timely communication and support to partners to inform them of POW's upcoming advocacy campaigns and opportunities to participate
- Coordinate the execution of deliverables on behalf of partners in strategic, meaningful ways
- Track partner outreach, correspondence, input, deliverables, and advocacy actions taken by partners
- Research, identify, and cultivate new partners through a dedicated prospecting strategy

- Work effectively across internal POW departments to create opportunities for partners to participate in and support POW's campaigns, communications, and programmatic work
- Work to align internal programmatic needs with partners' funding interests
- Maintain precise, accurate, and up to date records for each partner in POW's Salesforce CRM
- Provide regular reporting related to partner revenue and retention, advocacy actions taken by partners, and deliverables executed by POW
- Develop internal processes that increase efficiency and productivity for the partnerships team
- Serve as a resource for the broader internal POW team for anything partnership related
- Manage, solicit, and track inventory of in-kind product donated by partners
- Other duties as assigned by department leadership

*Note: This job description is not intended to be an exhaustive list of all duties, responsibilities, or qualifications associated with the job.*

### **Ideal Candidates Will Possess**

- 4+ years experience working in fundraising, account management, or business development, preferably for a non-profit organization or foundation; Bachelor's Degree preferred
- A proactive approach and enthusiasm for working on a variety of projects and tasks
- Belief in POW's theory of change and passion for conveying our unique mission to supporters
- Familiarity with fundraising systems, databases and technology to implement internal efficiencies. Knowledge of Salesforce a plus
- Highly developed analytical skills and attention to detail
- Exceptional communication skills
- Ability to build and steward relationships with high-level brand leaders
- Ability to work in a fast-paced, mission-driven organization
- Ability to manage multiple projects with minimal direction in a remote setting
- High level of self-awareness, humility, interpersonal skills, humor, and emotional intelligence
- Comfort with all standard software programs (Microsoft Word, Excel, PowerPoint) as well as Google Suite (Documents, Sheets, Slides)

### **Location**

The position is located in Boulder, Colorado with remote work potential for candidates that reside in the areas in which POW has hubs: Denver and Carbondale area, Colorado, Bend, Oregon, Salt Lake City, Utah, Vermont, and New Hampshire. Unfortunately, POW is not able to accommodate candidates residing in other states at this time.

### **Application**

Applications must be submitted by Friday, March 15, 2024.

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

Salary commensurate with experience, with a pay range of \$65,000 - \$75,000. Protect Our Winters offers a generous benefits package including employer paid healthcare, vision, and dental benefits (100% premiums paid, employee only) 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.

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.

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