



Director of Strategic Partnerships

Imagine joining a group of individuals – each with their own unique skills and passions, but united by a common purpose. Imagine yourself at Girl Scouts!

Our Mission. Girl Scouting builds girls of courage, confidence, and character, who make the world a better place.

Girl Scouts of California's Central Coast (GSCCC) is chartered by Girl Scouts of the USA to provide Girl Scouting in the counties of Santa Cruz, Monterey, San Benito, San Luis Obispo, Santa Barbara, and Ventura Counties.

Girl Scouts of California's Central Coast is seeking career professionals committed to making a difference. Working with Girl Scouts – an organization with a solid history and a growing future – means working to your fullest potential in a dynamic and diverse environment.

Title:	Director of Strategic Partnerships
FLSA Status:	Exempt
Revision Date:	February 2023
Department:	Fund Development
Reports to:	CEO

General Summary:

The Director, Strategic Partnerships Sales will have a proven track record in building successful partnerships as well as consistently securing high target relationships with organizations

Job Requirements:

- Develop new corporate partnerships to support program delivery, special event support, and leading Girl Scout troops.
- Generate revenue through nurturing and expanding relationships with Girl Scout partners
- Deploy a solutions-based sales approach through analyzing the specific marketing needs of prospects and crafting customized volunteering packages utilizing multiple combinations of available pathways of support.
- Develop and maintain strong relationships with key C-Suite decision makers and their respective organizations.
- Identify and lead implementation of broader Business Development opportunities within the broader Girl Scouts Organization

- Understand the marketing objectives of prospective volunteer organizations and determine how a partnership can help them achieve their ESG goals
- Dedication to our donor CRM (Virtuous) is a critical component of the sales process
- Manage a regular reporting process that keeps leadership informed
- Presents regular reports on the development, delivery, and management of the strategic sponsorship plan to the leadership team
- Lead the Fund Development Team to ensure that clients receive superior service and complete fulfillment of every volunteer and supportive engagement
- Assist with Girl Scouts special events and community initiatives

Qualifications:

- Bachelor's degree in Business Administration and/or Marketing
- Two years progressively responsible experience in Fund Development
- Project management experience preferred.
- Experience with Microsoft Word, Excel, PowerPoint

Cultural Competencies: Girl Scouts of California's Central Coast is committed to a culture that fosters a workplace that is open and inviting to our staff and members. We at Girl Scouts of California's Central Coast live by the following Guiding Principles. Specific skills and competencies related to each of our Guiding Principles is in a separate "Cultural Competencies" document. We expect all members of our staff to embody and develop these competencies.

- **Communicate with compassion:** be open, honest, respectful, clear, direct, and timely.
- **Innovate through change:** be proactive, agile, and responsive.
- **Work with purpose:** be intentional and visionary.
- **Embrace our community:** be supportive, empathetic, collaborative, and appreciative.
- **Be accountable:** own it.
- **Make each day FUNomenal:** we can do it!

KNOWLEDGE / SKILLS / ABILITIES:

- Work appropriately and enthusiastically with others and responds appropriately in interpersonal situations.
- Knowledge and ability to execute excellent management, employee engagement, and leadership principles and practices.
- Demonstrated critical thinking skills, ability to reason and use good judgement.
- Skill in analyzing, problem solving, and responding to questions.
- Ability to influence and sway others through deep industry knowledge and organizational awareness.
- Demonstrated excellent project management skills.
- Ability to communicate effectively in writing and orally, technically and non-technically, with individuals throughout the Organization and at all skill levels.

- Ability to learn and be proficient in the use of MS Office Suite (Word, Excel, Access, Power Point), internet-based and industry specific applications.
- Detailed oriented with the ability to plan, set priorities, and adapt to rapidly changing situations while meeting commitments in a timely manner and staying focused under pressure.
- Ability to manage multiple projects with attention to detail and follow-through, and to deliver high quality accurate results/products.
- A self-starter and innovator, with the ability to exercise independent judgement.
- A team player with strong relationship building skills and a positive attitude.
- Ability to work appropriately and enthusiastically with others.
- Demonstrated ability to maintain confidentiality of privileged information.

Requirements:

- Ability to occasionally work more than assigned work schedule.
- **Ability to work a flexible schedule, including evenings and weekends.** Some overnight travel is required.
- Ability to have daily access to reliable personal transportation for work.
- Ability to travel in a car as a driver or a passenger for long periods.
- Ability to lift, push or pull up to 25 lbs., including lifting that weight in and out of a vehicle truck and similar tasks.
- Ability to stand for extended periods of time, bend and squat, and to walk over rough ground.
- Ability to sit and work at a computer display for extended periods.
- Must successfully complete a criminal history background check.
- Maintain throughout employment a valid CA driver's license and insured vehicle in good working order. Must provide a DMV printout and proof of insurance.

Location: Ventura

The statements herein are intended to describe the general nature and level of work performed by employees but is not a complete list of responsibilities, duties, and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer.

GSCCC is an Equal Opportunity Employer committed to diversity.