



## ASSOCIATE DIRECTOR OF PARTNERSHIPS

### ORGANIZATION OVERVIEW

Team IMPACT is a national nonprofit that promotes healthy social and emotional development for children and families struggling with the emotional trauma that comes with fighting life altering diagnoses and chronic illness. Team IMPACT is the only nonprofit that leverages team camaraderie to ensure sick kids develop socially and never feel alone. Our unique 2-year program drafts children onto college athletic teams across the country, and based on a clinical model, ensures each has the personalized game plan they need to win – effectively building confidence and independence. The team provides an extended support network for the children and their families using a strengths-based, future-focused perspective. Because even the most advanced treatments don't stop kids from being treated differently. We believe in Getting All Kids in the Game.

### POSITION SUMMARY

Team IMPACT's partnership model rests on identifying and securing new relationships with national brands, foundations, and organizations. We are a collaborative by design and are looking to enhance our nonprofit by identifying and securing values aligned partners who can help finance our strategic goals and increase our matches.

Working closely with the National Director of Marketing, and the rest of the Executive Team, Associate Director of Partnerships will identify, develop, and close new partner channels that align with Team IMPACT mission and strategy to support our aggressive growth plan. This individual will design, secure, and nurture a pipeline of targeted partners and strategically execute according to a clear framework with a goal of increasing: (1) upper funnel corporate partnerships (\$1M+), (2) lower funnel revenue driving partnerships (\$10K-), as well as drive (3) programmatic partnerships (medical/family/university).

### KEY RESPONSIBILITIES

#### Overarching:

- **Strategy:** Prioritization and partnership structure, systems for learning and data.
- **Pitching:** Articulate a compelling pitch/intro/lead. Be comfortable with cold reach outs to prospects in a warm manner.
- **Relationships:** Interpersonal skills, conflict resolution, accountability, comfortability working with all levels.

#### Details:

- Work closely with Executive team to identify new business opportunities and develop integrated revenue driving proposals to secure partnerships.
- Expand and manage existing corporate accounts and develop a pipeline for soliciting new business; manage and keep up to date a detailed CRM including all prospective, current, and past partners.
- Provide biweekly structured partnership pipeline updates, to accurately capture all potential revenue activity.
- Consistently optimize partnerships strategy based on real-time feedback from prospects.
- Establish and lead programmatic partnerships in the medical, family and university sectors.

- Develop and implement a year-round cultivation plan to attract and engage upper funnel corporate and lower funnel partners.
- Conduct active networking and outreach through face to face and/or virtual meetings on weekly basis with active and potential partners and sponsors.
- Work with Programming team to build out programmatic workstream to enhance what exists and sustain.
- Work hand in hand with Regional teams to ensure support of regional partnerships and pipeline.
- Assist with annual preparation and distribution of impact reports, as well as miscellaneous correspondence, as appropriate.
- Assist in strategic plan of overall Team IMPACT marketing and content calendar as needed.
- Leverage multi-channel knowledge and seek integration for all campaigns.
- Work closely with Team IMPACT HQ team to develop content and asset pipeline as needed.
- Assist with large scale fundraising events, according to best practices, benchmarks, and timelines to achieve strategic fundraising and outreach goals.
- Occasionally contribute to content creation as needed (i.e., assist in writing a blog post, copy for print asset, website iteration, etc.)

## QUALIFICATIONS

As incoming Associate Director of Partnerships, you will possess many, though perhaps not all, of the following characteristics and qualifications:

- Bachelor's required; Master's preferred.
- 10+ years successful experience in marketing and/or business development; non-profit sector preferred.
- Highly motivated with a passion for our mission, vision and programs.
- Ability to thrive in a results-driven and collaborative environment with highly effective organization, multi-tasking, communication, negotiation, and interpersonal skills.
- Proven success at developing and inspiring with advanced thinking and creative solutions for emerging channels.
- Keen understanding of the interplay of policy, practice and research and the needs of media, brand, policymakers, and other thought leaders.
- Excellent writing and communication skills.
- Expertise in creating and delivering presentations to both large and small audiences and the ability to write clear and concise narratives.
- Experience in closing high level corporate sponsorships.
- Ability to work independently in the context of a geographically distributed team.
- Ability and willingness to travel and to work evenings and weekends as needed; travel (domestic) required up to 30% of time.
- Intellectually aggressive, flexible, coachable, resourceful and resilient.

## BENEFITS

Team IMPACT offers a competitive salary and benefits, including health insurance, 401k w/match, and a generous PTO structure, and position title(s) that are all commensurate with experience and skills. Team IMPACT's main headquarters are in Marina Bay in Quincy, Massachusetts, a few miles outside of Boston. This position is currently remote due to COVID-19, however upon return to the office, this position will require work to be performed at our main office.

Team IMPACT was certified as a Great Place to Work in 2021, the global authority on workplace culture. [Working at Team IMPACT | Great Place to Work®](#) and was recently named one of [Front Office Sports' Best](#)

**Employers in Sports**, recognizing our organizations for doing the best for their team – a metric based on objective measures and employee feedback. Come join our amazing team!

## **HOW TO APPLY**

Please click [here](#) to apply and attach a resume and cover letter, outlining how your skills and experience in Word or PDF format. Materials can be addressed to Caeli Sullivan, National Director of Marketing. Applications for this position will be reviewed on a rolling basis.

Team IMPACT is committed to advancing health equity and cultivating an environment where diverse perspectives and backgrounds are embraced. Building a diverse team in every sense of the word allows us to make better decisions, build a strong organization, and better serve all our communities. To that end, we welcome a diverse pool of applicants, and we encourage everyone to bring their authentic selves to this hiring process and to their role at Team IMPACT.