

Position: Director of Partnership Program

Organization: Engineering for US All (e4usa)

Location: Hybrid

Hours: 20 hours per week, Part-time; may be combined with other e4usa part-time positions



About the Organization:

e4usa is an equal opportunity employer and is committed to creating a diverse and inclusive workplace. e4usa is a non-profit organization. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Job Summary:

The Director of Partnership Program will be responsible for overseeing and managing all partnership programs with high schools, universities/colleges, university liaisons, and industry partners. This role will work closely with internal teams and external stakeholders to build and maintain strong relationships, develop and execute partnership strategies, and drive program success.

Key Responsibilities:

- Oversee and manage all high school, university/college, university liaison, and industry partnership programs.
- Develop and implement strategic partnership plans to drive program growth and success.
- Build and maintain strong relationships with internal teams and external partners.
- Collaborate with internal teams to identify potential partnership opportunities and negotiate partnerships.
- Develop and deliver presentations and proposals to potential partners to secure new partnerships.
- Travel as needed to conferences and other sites.
- Manage program budgets and negotiate contracts with partners.
- Ensure timely and accurate reporting and evaluation of partnership programs.
- Stay informed of industry trends and opportunities, and recommend new programs or initiatives to support the organization's mission.

Qualifications:

- Bachelor's degree in related field, Master's degree preferred.
- 5+ years of experience in partnership management, fundraising, or related field.
- Strong leadership skills and experience managing and leading teams, while working collaboratively with others.
- Excellent interpersonal and communication skills, including the ability to negotiate and build relationships with internal teams and external partners.
- Proven ability to develop and implement successful partnership programs.
- Strong project management skills, including the ability to manage multiple projects simultaneously and meet deadlines.
- Excellent presentation skills and ability to deliver compelling presentations to internal and external audiences.

- Adapts to changing priorities and new situations with grace, ease, and efficiency.
- Takes pride in work, celebrates success, and has fun with a close-knit leadership team.
- Experience in non-profit organizations and familiarity with the education or youth development sector is a plus.
- A large network in engineering education K-20 is a plus.
- Experience with Salesforce or similar Customer Relationship Manager (CRM) is a plus.

What we offer:

- A chance to be part of a groundbreaking initiative that is shaping the future of engineering education.
- A collaborative and supportive work environment.
- Competitive salary and benefits package.
- Opportunities for professional growth and development.

50% time salary range: \$35,000-\$45,000 annually. Your base pay will depend on your skills, qualifications, and experience.

Position available: Because of the nature of a start-up company, the position is one that will grow over time from part-time to full-time at an unknown pace.

Anticipated start date: The anticipated start date would be no earlier than February 1, 2024 and likely later than that. The position will be grant funded and we are awaiting the arrival of those funds.

All interested applicants should contact Executive Director Dr. Stacy Klein-Gardner at careers@e4usa.org. Please submit a statement of interest and your CV or resume. In your cover letter, please inform us about your desired start date and what percentage of your time you might wish to work with e4usa.