

NVF Project Name: The National Network of State Teachers of the Year (NNSTOY)

Position: Director of Partnerships

Location: Rosslyn, VA and remote

Status: Full Time, Exempt

Reports to: NNSTOY VP/COO

Position Summary

The National Network of State Teachers of the Year (NNSTOY) is committed to advancing student learning through promoting the teacher's voice in policy making and professionalizing teaching.

The Director of Partnerships serves in a variety of capacities for this small and growing organization, and in all cases working to identify, cultivate, and nurture strategic individual, State, organization, and corporate partnerships in support of an assortment of NNSTOY initiatives and programs. The Director of Partnerships will engage with the senior management team in aspects of NNSTOY strategy, programming, research, and outreach. The Director of Partnerships joins a dynamic management team and reports to the VP/COO.

The Director of Partnerships will have the following responsibilities:

Leadership

- Work under the direction of the VP/COO as part of the senior management team to help shape and implement the organization's vision and strategic plan as approved by the Board.
- Engage with the senior management team supporting NNSTOY projects and initiatives through relevant partnership cultivation and nurturing.
- Work with specified states as part of our grant with the Bill and Melinda Gates Foundation to advance teacher leadership through our training modules.
- Represent the organization in order to establish partnerships that A) support existing programs, and B) reflect forward, prospectively supporting new initiatives.

Partnership Creation

- Identify partnerships in support of existing and prospective NNSTOY programs and projects.
- Build relationships within key states identified to advance sales of our modules.
- Cultivate partnerships, enhancing the NNSTOY tactical impact and efficiency.
- Nurture partnerships once they are established.

Partnership Programming

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- Create and maintain accountability through a Partnership Development Tactical Plan.
- Develop and implement a partnership strategy to increase the reach and impact of our ongoing efforts in advancing the NNSTOY focus areas.
- Coordinate the management of ongoing relationships with existing partners and where relevant, leverage those relationships to greater collective impact.
- Conceptualize new strategic initiatives within the NNSTOY strategic goals that could be built around or benefit from corporate, foundation, government, bilateral organizations or other partnerships.
- In conjunction with members of the senior management team, expand and diversify the funding base/pipeline to increase NNSTOY's major initiatives and existing collaborations.
- Drive a relationship management program to support partners.
- Collaborate with cross-functional teams to structure and execute organization initiatives, lead analysis, and develop and communicate final recommendations for growing partner relationships.
- Develop systems and procedures in support of the identification, engagement and development of strategic partnerships.
- Work with the VP/COO to develop and manage reporting and financial tracking of strategic partnership activities.
- Develop and manage partner agreements.
- Provide timely and accurate reporting of pipeline, strategic partnerships and management activities.

Project Management

- Manage or oversee the work of specific projects as assigned by the VP/COO.
- Contribute to the construction of project management designs.
- Under the direction of the VP/COO, promote NNSTOY initiatives to new audiences and partnerships.
- Take leadership responsibility for specific studies and projects.

Required Education, Experience, Knowledge, Skills and Ability

- Bachelor's Degree
- Experience in identifying, cultivating, and nurturing strategic and tactical partnerships.
- Demonstrated professional writing skills.
- Highly developed organizational skills.
- Ability to work under pressure and to deadlines.

Attributes

- A collegial and collaborative work style, innovative thinking, strong work ethic, and enthusiastic attitude and sense of humor
- Independent, highly organized, detail-oriented, and self-starter
- Principled individual with high ethical standards

- Creative problem solver

How to Apply

To apply, please provide the following information: Letter of interest, with compensation requirements, and resume.

Applicants must submit materials by January 23 to be considered for this position.

Please submit your resume and interest letter in PDF form to: jessica@nnstoy.org

New Venture Fund Careers

The National Network of State Teachers of the Year is a project of the New Venture Fund, a 501(c)(3) public charity that incubates new and innovative public-interest projects and grant-making programs. The New Venture Fund is committed to attracting, developing and retaining exceptional people, and to creating a work environment that is dynamic, rewarding and enables each of us to realize our potential. The New Venture Fund's work environment is safe and open to all employees and partners, respecting the full spectrum of races, ethnicities, national origins, ages, sexual orientations, gender identities, beliefs, religions, faiths and ideologies, cultures, socio-economic backgrounds and levels of physical ability.