



Position: Strategic Partnerships Director
Location: Remote (with 10-15% travel)
Reports to: Chief Development Officer

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About SBP

SBP, a leading social impact organization focused on disaster resilience and recovery, **solves the challenges facing at-risk communities** and scales impact with a proven model that brings the rigor of business and innovation to reduce risk, create resilient communities and streamline recovery. By taking this holistic approach, SBP shrinks the time between disaster and recovery in three connected ways—prepare, shape and build:

1. SBP **prepares** individuals, communities and organizations to mitigate risk and speed recovery.
2. SBP **shapes** federal policy and system change and state and local disaster recovery programs to be more efficient and effective.
3. SBP **builds** resilient communities efficiently and effectively and shares our proven model and approach with others.

Position Summary

SBP is seeking a Strategic Partnerships Director to support SBP’s fundraising goals and to play a significant role in the organization’s growth and impact goals. The Strategic Partnerships Director will be responsible for building a portfolio of new corporate partners and managing a group of current partners that will contribute financially, via marketing/communications support, with volunteers and/or through in-kind goods and services.

Portfolio prospects will include companies capable of investing \$250,000 and above. This role requires entrepreneurial skills, strategic thinking, excellent writing, and relationship-building abilities. The Strategic Partnerships Director will report directly to the Chief Development Officer and work closely with other SBP leaders. This is a remote position that will require some travel.

Responsibilities

- Develop strategy, steward, strengthen and grow a portfolio of new prospects with minimal day-to-day oversight
- Contribute to the development annual goal of \$24-30M per year through specific program support, unrestricted gifts, and disaster response grants
- Assist in research, creation and submission of pitch/proposal and reporting materials for potential partners (supported by grant writing team)
- Cultivate, manage, support and track relationships with corporate partners and prospects within CRM
- Seek out opportunities for SBP leaders to participate in thought leadership conferences, studies, and media reports

Requirements

- 5-8 years of experience in account and/or portfolio management at an agency or comparable nonprofit; or equivalent experience
- Demonstrated success in identifying, cultivating, soliciting, and stewarding sales and/or donors
- Working knowledge of Salesforce

- Demonstrated ability to create presentation decks and other collateral materials
- Demonstrated ability to use good judgment to handle confidential information sensitively
- Highly developed communications and interpersonal skills, working with diverse population
- Candidates must have excellent interpersonal skills including but not limited to verbal and written communication, organizational, negotiation, and leadership skills as well as have great attention to detail
- Comfortable with ambiguity and uncertainty; the ability to adapt nimbly and lead others through complex situations
- Project management skills: ability to multitask, problem-solve, prioritize, delegate, and create systems and processes
- Able to satisfactorily pass a Criminal History Check to include sex offender registry, State Police, and FBI
- Must be fully vaccinated against COVID-19 to CDC guidelines and able to provide vaccination documentation

Performance Expectations

- Able to juggle multiple, competing priorities in a fast-paced environment
- Exceptionally self-motivated and curious
- High level of personal accountability
- Align work performance with SBP's core values
- Detail-oriented with strong troubleshooting, analytical and problem-solving abilities
- Superior work ethic and high energy level
- Desire and ability to work, grow and learn in a startup environment
- Plan and meet deadlines
- Maintain a flexible work schedule to meet the demands of executive management
- Demonstrate initiative and work as a team player
- Convey a professional and positive image and attitude regarding the organization and the not-for-profit sector
- Demonstrate commitment to continued professional growth and development
- Ability to understand and engage diverse audiences and new target markets

Salary range: \$100,000 - \$120,000

SBP is building a diverse and experienced staff. The organization encourages multiple perspectives and experiences, supports a multicultural environment, and strives to hire and retain a diverse workforce that reflects the populations we work with and the communities where we work. Our hiring and business practices appreciate the strengths offered through different backgrounds.

SBP is an equal opportunity, affirmative action employer and is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity.

It is the policy of SBP not to discriminate against any individual, person, or group on the basis of disability and the intent of SBP to address any complaints that may arise pursuant to Section 504.