



## POSITION ANNOUNCEMENT

*Date of Notice: January 1, 2025*

*Name of Position: Director, Strategic Partnerships*

*Respond to: TEMPO*

*275 W Wisconsin, Suite 260*

*Milwaukee, WI 53203*

*Closing Date: When filled*

*Status: Full-time/Exempt*

*Apply online*

### **Job Purpose and Reporting Structure**

TEMPO is seeking a transformational leader to guide and expand TEMPO programs and strategic initiatives and bring them to new levels of impact and outcomes. Under the direction of TEMPO's President & CEO, the Director, Strategic Partnerships will manage relationships with key partners and identify opportunities for collaboration and growth. An ideal candidate will have strong business development and fundraising expertise. The Director, Strategic Partnerships will oversee TEMPO's important expanded impact initiatives including, but not limited to, the TEMPO Foundation, Women's Affinity Alliance, Emerging Women Leaders and overseeing relationships with community partners.

### **Essential Duties:**

- Identify strategic partnerships for TEMPO which align with its mission and vision and supports its future growth.
- Serve in fund development capacity to generate sponsorships and partnerships to grow the organization and the TEMPO Foundation.
- Manage and lead current collaborations with similarly mission-focused organizations.
- In alignment with President & CEO, oversee TEMPO's Women's Affinity Alliance, Emerging Women Leaders and other/new potential revenue streams for the organization through strategic initiatives.
- Work closely with President & CEO on relationship cultivation and strategic revenue strategy.
- Serve as a TEMPO brand ambassador as a highly effective storyteller and relationship builder to inspire potential partners to support organization through collaboration, investment, in-kind donations and expertise.
- Ability to leverage social networks and create relationships with a goal of creating new partnerships and additional revenue streams to continue to grow TEMPO and EWL.

### **Requirements/Qualifications:**

- Bachelor's Degree preferred – preferably in business, marketing, communications, or related area.
- Nonprofit and fund development experience a plus.
- 8-10 years management experience.
- Maintains and applies a broad understanding of financial management principles to ensure decisions are fiscally sound and responsible.
- A creative, out-of-the-box thinker with a passion for strategic and big picture thinking.

# TEMPO

- Skilled leader and manager, able to negotiate personalities and coach people toward goals.
- Able to develop and drive ideas from conception to goal.
- Team-oriented, capable of working with a wide range of people to achieve team goals.
- Excellent written, communication, including presentation and negotiation skills are required.
- Exceptional relationship skills.
- Strong organizational and time management skills, ability to execute the results and prioritize.

## **To Apply:**

Visit: <https://tm.memberclicks.net/joinourteam>

**An Equal Opportunity Employer** – TEMPO is committed to a diversified workforce. Persons of color, women, the disabled, and those with diverse cultural backgrounds are strongly encouraged to apply.