



**POSITION:** Corporate Partnerships Manager, One8 Applied Learning Hub

**LOCATION:** Boston, MA (with option for remote on Monday & Friday, schedule permitting)

**ABOUT THE ORGANIZATION:**

Founded in 2006, One8 aims to accelerate and bolster the success of nonprofit organizations in its priority grantmaking areas – Education and Jewish Community/Israel. The organizations that One8 believes are most promising have game-changing ideas, excellent leaders, high-fidelity implementation, measurable impact, and sustainable approaches. One8 also funds direct community support to assist children and families in need and help them improve their own lives. The Foundation’s trustees have high risk tolerance and are committed to impact.

The Foundation is committed to providing consequential support to nonprofits that demonstrate the greatest potential for large-scale, lasting change. The principles that guide its work include:

- Going deep through rigorous due diligence
- Developing the capacity of grantee leaders
- Piloting exemplars to demonstrate what is possible
- Scaling impactful programs with proven results
- Supporting and sharing research that enables insight and continuous improvement

**The Education Portfolio** is focused on scaling high impact Applied Learning programs across K-12 schools to prepare all students for success in a rapidly changing world, regardless of their zip code. One8 works in partnership with school leaders to support educators as they shift the instructional model so students are using what they learn to solve real world problems. In 2016, the One8 Foundation launched an internal implementation team called the One8 Applied Learning Hub tasked with supporting specific grantee organizations focused on Applied Learning education. One8 Applied Learning Hub partners with schools to support the high-quality implementation of premier Applied Learning programing that engages students and prepares them for college and 21<sup>st</sup> century careers.

**ABOUT THE POSITION:**

The Corporate Partnerships Manager plays a critical role shaping the next chapter of One8 Applied Learning Hub’s work with industry partners and K-12 schools across the Commonwealth. As part of our work with schools, One8 recruits professionals from companies across the Commonwealth to volunteer in student showcase events, to act as mentors to students as they work on Applied Learning projects, and to connect with educators at professional learning events to lend a professional lens to their work with students. There are multiple opportunities for volunteers throughout the year – both in person and virtual – to connect with students and teachers, coach student teams, or provide expert feedback on projects. Together these opportunities seek to validate schools hard work, further motivate students and teachers, and help students make more informed choices about their futures.

The role is highly sales oriented. We seek to provide our corporate partners with rewarding and meaningful volunteer opportunities for their employees. In building deep relationships with industry partners, the Corporate Partnerships Manager will ensure that students and teachers have access to industry professionals who will make Applied Learning coursework feel even more relevant, demystify future careers, and connect what they are doing in the classroom to the real world. A successful Corporate Partnerships Manager will build on the existing base of corporate partners as well as recruit new organizations to volunteer and support the work of students. This is an ideal opportunity for a creative, solutions-oriented thinker and a proactive doer who loves to build relationships, has superb communication skills, thrives on achieving goals, and is passionate about students and their futures. Responsibilities include, but are not limited to:

**Cultivating relationships with local organizations and volunteers to create opportunities for students & teachers to connect their learning with the real world**

- Secure and cultivate long-term corporate partnerships to ensure consistency in programming and provide students with industry connections that are relevant to their coursework and learning
- Deepen existing relationships with partners, ensuring high quality positive volunteer opportunities aligned with One8 Applied Learning Hub's mission and with corporations' volunteer objectives
- In the field 1-2 days per week (e.g., attend relevant community meetings, visit partner sites), the Corporate Partnerships Manager will build and nurture an array of positive relationships across industry partners to astutely help our team create volunteer opportunities that are mutually beneficial to the students and volunteers alike

**Managing industry partnerships to provide students and educators with authentic industry experiences and access to professionals across a wide range of careers related to students' coursework**

- Secure volunteers to fill 1,000+ volunteer seats across programs (e.g., 250 volunteers for online Student Industry Connects program, 100 team/classroom mentors, 500 judges for the Applied Learning Student Showcase)
- Coordinate with industry leaders to ensure industry support for programming, including consistent pipeline of volunteers as well as event space, as needed
- Build volunteer pipeline and manage industry volunteer process, including recruitment, engagement, and support/guidance for programming
- Develop and manage effective ongoing communications with industry volunteers to encourage ongoing participation and to capture feedback to improve volunteer experiences
- Support development and management of One8 Applied Learning Hub's Advisory Council to ensure a continual learning and improvement loop

**Working closely with colleagues on the One8 Applied Learning Hub team to develop and deploy new student and educator programming that extends the reach of industry interactions for One8 schools**

- Solicit input from the teammates to refine student programming and coordinate opportunities for industry partners that are a win-win for partners and students
- Work with corporate partners to craft meaningful projects that align the work of the partner to the programs that we support
- Refine and scale our Applied Learning online challenge program
- Expand project mentorship opportunities (i.e. sustained opportunities for students to work with industry professionals on a specific project) and create the systems needed to manage this work at scale
- Pilot low-touch opportunities that reach more schools (who are not able to attend showcase for example)

**Designing, building, and managing purposeful systems and structures to track and deliver opportunities for students, teachers, and schools**

- Maintain industry and volunteer data in our Salesforce
- Inform design and refinement of technology platforms that relate to industry connections (e.g., OpenWater)
- Develop industry partner dashboard to monitor volunteers and match volunteers and partners to schools
- Work with the team to utilize volunteer and students/educator feedback from events to refine programming
- Fully own and manage all industry communications – collateral development, contact management, industry sections of the website, and marketing emails
- Manage budget for industry partner program to ensure strategic alignment of resource allocation
- Coordinate financial support provided by industry partners is properly managed

**In addition, the Corporate Partnerships Manager will complete special projects to build out the organization's industry partner strategy and/or address critical needs of the team**



### **CANDIDATE REQUIREMENTS:**

The Corporate Partnerships Manager must embody the One8 Foundation's high standard for excellence, rigor, passion, and commitment, while working alongside our partners to provide the support to drive their ongoing success.

- 5+ years of professional experience, including at least 2 years working in sales/business development, with a track record of results
- Strong networking and relationship-building skills
- Superb verbal and written communication skills, including an ability to distill and communicate key messages and experience developing communications across channels
- Collaborative mindset and the ability to succeed on a team where members hold different pieces of the work
- Ability to thrive in a fast-paced environment
- Track record of setting ambitious goals, being proactive and pursuing goals persistently and tenaciously
- Persistent and solutions-oriented in the face of unexpected challenges
- Constantly reflects, relishes feedback, and seeks opportunities to improve
- Brings positivity and humor to the organization and all interactions
- Passion for the One8 Foundation's mission
- Bachelor's degree

### **COMPENSATION AND BENEFITS:**

Salary and benefits will be competitive and commensurate with experience. Target salary range for the position is \$110,000-\$135,000.

### **APPLICATION PROCESS:**

Interested candidates should use [this link](#) to submit a cover letter, resume, and salary expectations.

*One8 Foundation is an equal opportunity employer and welcomes candidates from diverse backgrounds.*