



## Director of Strategic Partnerships

Orlando, FL

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### Job Summary

The Director of Strategic Partnerships is responsible for cultivating strategic partnerships for the organization. This role identifies, engages, and creates external relationships and partnerships with corporations. The Director of Strategic Partnerships will implement mutually beneficial partnerships with corporate entities and ASF. The Director of Strategic Partnerships must be adept at professional and personal networking, developing meaningful relationships, and implementing partnerships that generate essential funds for the mission of ASF. The role is accountable for portfolio management and stewardship. The Director of Strategic Partnerships must also be able to research, assess and navigate corporate and foundation giving policies and procedures. The Director of Strategic Partnerships will identify corporate partners that make sense for ASF and must be able to think innovatively and creatively in seeking new opportunities. This person will be expected to track progress and be responsible for meeting a specific revenue goal and other relevant metrics. This position will work as part of an effective team including fundraising and development colleagues, event planning managers, the program team, finance, and leadership (i.e. fundraising committees and boards).

ASF promotes the importance of STEM education and launches Astronaut Scholars into their STEM careers. Key industries we focus on for support include, but are not limited to aerospace, life sciences, engineering, data science, AI, and those with a keen interest in supporting STEM education and space exploration.

*This role is primarily remote. However, the ASF Team meets monthly and this role requires a high level of in-person engagement with networking events. The ASF Team is present and available for signature events throughout the year as well. A resident of the greater Central Florida area and/or Space Coast preferred.*

### Job Description

#### ESSENTIAL FUNCTIONS MAY INCLUDE:

- Proven ability to generate revenue through strategic partnerships
- Lead generation and stewardship
- Proven ability to securing and retaining event sponsors
- Proven ability to develop a ROI-based strategy & business plan
- Excellent project management and organizational skills with the ability to “zoom in” and “zoom out,” operating effectively at a tactical level while also being a strategic thinker. This role requires attention-to-detail (executing programs and delivering results) as well as a self-starter who can develop a vision and implement programs to bring a new strategy to-life with action plans and outcomes.
- Experience successfully navigating a wide variety of complex stakeholders.
- A track record as an effective collaborator; a strong ability to influence, engage and motivate direct and indirect reports and peers.



- Demonstrated skills in developing and executing 360-degree marketing campaigns, including traditional TV and Print advertising as well as Digital, Social and PR.
- Strong analytical skills with a proven ability to leverage data and consumer research to shape strategies and drive outcomes.
- Willingness and ability to perform all other duties as assigned, including weekends and evenings as needed.

**REQUIRED:**

- Bachelor's Degree
- Ability to work in at collaborative and effective team
- Minimum of 5 years of nonprofit fundraising/development or business development
- Ability and willingness to travel nationwide 35-50%

**SKILLS:**

- Self-starter
- Strong attention to detail
- Strong organizational, interpersonal, communication and project management skills
- Excellent verbal and written skills, an ability to work both independently and as part of a team
- Must maintain a high level of confidentiality and have a tactful, mature and sincere attitude
- Strong skills in proposal writing
- Strong skills in networking and lead generation
- Proficiency in the use of donor management software preferred and Microsoft Office suite,

To apply for the position, please provide a resume and desired salary to [Caroline@astronautscholarship.org](mailto:Caroline@astronautscholarship.org).

Job Type: Full-time

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