



**Position:** Manager, Strategic Partnerships

As a leading provider of capacity-building services in Los Angeles, Executive Service Corps of Southern California (ESC) partners with Southern California nonprofits to help them create meaningful change in their communities. By offering customized leadership coaching and programming and strategic consulting, we help nonprofit professionals develop the expertise, confidence, and networks needed to address pressing social challenges, meet service demands, and achieve stronger organizational management and sustainable growth. Through the work and commitment of over 100 skilled and specially trained volunteer consultants, we bridge the gap between the critical support nonprofits require and the resources they can access. Together, we support nonprofits in driving impactful change within their organizations and in the communities they serve.

ESC's work environment is supportive, collaborative, and exciting, and dedicated to ambitious standards and professional growth. We are committed to creating a thriving work culture that is reflective of the diverse, equitable, inclusive, and anti-racist world in which we want to live.

**Position Overview:**

ESC seeks a **Manager, Strategic Partnerships (MSP)** to drive the expansion of our nonprofit client base, increase and diversify our consultant corps, and strengthen partnerships that support ESC's fee-for-service revenue growth. This role is ideal for a strategic and relationship-driven professional eager to enhance ESC's ability to fulfill its mission. Reporting to the **Vice President, Client Services**, the MSP will be instrumental in executing business development strategies that grow ESC's impact and visibility across the nonprofit sector.

**Reports to:** Vice President, Client Services

**Position:** Permanent, Full-time, Non-Exempt

**Location:** Remote-first, hybrid (in-person at ESC offices at The California Endowment in Downtown L.A.). Some travel and attendance at events and meetings in Southern California (mainly in Los Angeles County).

**Compensation & Benefits:** Commensurate with experience, within a range of \$33.65 - \$36.05/hour. We value our team members and offer a comprehensive benefits package to support their well-being and growth. Benefits include up to 100% employer covered medical coverage, 100% employer covered dental and vision coverage, life insurance, and a 403(b)-retirement program with employer matching to plan for the future. Team members enjoy generous paid time off, including vacation, sick leave, and paid holidays, along with additional time off between Christmas and New Year's to recharge. We are committed to professional growth and offer extensive on-boarding and opportunities for ongoing development, including access to professional coaching, to help staff thrive in their role and career.

**Responsibilities:** Key tasks and areas of responsibility include, but are not limited to:

**STRATEGIC PLANNING AND BUSINESS DEVELOPMENT**

- Create and implement business development strategies that advance fee-for-service revenue goals and align with ESC's mission, including conducting market analysis of potential clients and



outreach to and follow up of prospective clients, and identifying and tracking potential projects and engagements.

- Participate in meetings with the Resource Development Committee of ESC's Board of Directors to identify and pursue fee-for-service opportunities and provide regular updates to Client Services staff.
- Monitor trends in the nonprofit sector and capacity building field to help shape service offerings and inform business development strategies.

#### **NETWORKING AND PARTNERSHIP DEVELOPMENT**

- Identify and cultivate new strategic relationships with nonprofits and government agencies, and other potential clients to create fee-for-service opportunities.
- Foster partnerships with professional associations, networks, and other organizations to share resources, knowledge, and best practices.

#### **STAKEHOLDER AND CONSULTANT RELATIONSHIP MANAGEMENT**

- Build and maintain relationships with key stakeholders, including nonprofit and government leaders, funders, and corporate partners.
- Collect and track client feedback on consultant skills, knowledge, and attributes to inform talent development of consultants and provide reports to the Director of Volunteers and Cohort Programs.
- Identify opportunities to enhance the consultant corps' capacity to meet client needs and to recruit new consultants to join the corps.

#### **OUTREACH**

- Promote ESC's capacity building services, institutes, and custom cohorts to drive fee-for-service revenue generation and engagement.
- Oversee the planning and execution of special events and workshops to showcase ESC's services and expertise.
- Create and present client proposals, service demos, and service-based webinars to secure new business and engagements.
- Represent ESC at sector events, conferences, and other opportunities to raise the organization's visibility and cultivate relationships.

#### **CLIENT EXPERIENCE AND SERVICE DEVELOPMENT**

- Collaborate with Client Services staff to ensure client satisfaction and identify opportunities for additional services.

#### **TECHNOLOGY AND SYSTEMS MANAGEMENT**

- Advocate for and work with Administrator, Salesforce and IT to implement technology upgrades and digital tools to improve operational efficiency, data management, and overall effectiveness.
- Collaborate with Administrator, Salesforce and IT, to manage and optimize the organization's customer relationship management (CRM) system to track and support business development efforts.



### **QUALIFICATIONS & EXPERIENCE**

- Bachelor's degree or equivalent experience in business administration, nonprofit management, marketing, or related field.
- Minimum 5 years of experience in business development, fundraising, strategic partnerships, or nonprofit management.
- Deep knowledge of and strong networks within the Southern California nonprofit sector.
- Proven record of developing and maintaining strategic partnerships, securing new opportunities, and driving earned revenue generation.
- Exceptional relationship-building and networking skills, with the ability to engage effectively with diverse stakeholders.
- Excellent written and verbal communication and presentation skills, with the ability to create and deliver compelling and engaging content.
- Demonstrated ability to manage multiple projects, prioritize tasks, and meet deadlines in a fast-paced environment.
- Strong critical thinking skills with the ability to identify opportunities and propose solutions.
- Proficiency with MS Office (Word, PowerPoint, Outlook), CRM systems (Salesforce preferred), and project management software (Asana preferred).

### **PREFERRED QUALIFICATIONS**

- Goal and achievement oriented, with a proactive and energetic work ethic ("hustle"). Demonstrated ability to work effectively both independently and collaboratively with diverse team members, stakeholders, and community partners.
- Passion for strengthening the nonprofit sector and understanding capacity building concepts.
- A strong personal commitment to diversity, equity, inclusion, and anti-racism, and dedicated to supporting the success and well-being of local communities.
- Proven ability to cultivate meaningful relationships and foster trust with staff, volunteers, donors, board members, and community partners.
- Demonstrated capacity to help foster a collaborative and connected team culture in a remote work environment, leveraging virtual tools and communication strategies to maintain strong connections, engagement, and productivity across geographically distributed staff.
- High level of personal and professional integrity, with proven success in managing confidential and sensitive information.

We understand that a successful candidate may not meet every requirement. If you feel that you have the experience and instincts – and willingness to learn – that would make you a fit for this role, please do not hesitate to apply!

**To Apply:** Email your résumé and cover letter to [jobs@escsc.org](mailto:jobs@escsc.org) with the Subject: Manager, Strategic Partnerships. Any application missing requested documents will not be considered. This position will remain open until the staffing need is met.

ESC is an Equal Opportunity Employer. We are committed to creating a diverse and inclusive staff team and a work environment which treats all employees in an equitable and respectful manner at all times. ESC's aim is for our staff, Board, and volunteers to reflect the diversity of the community we serve.

For more information about ESC and our programs, please visit: <https://escsc.org/>