



## **Manager, Nonprofit Outreach & Partnerships**

### **About ESC:**

Empowered by a mission to strengthen the nonprofit sector, ESC partners with organizations to build their capacity, leadership, and impact. 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. Our accessible fee-for-service model allows us to offer high-quality consulting and training programs that help nonprofits grow, thrive, and serve their communities more effectively. We are looking for a dynamic, strategic, and relationship-driven professional to help us expand our reach, strengthen our partnerships, and drive revenue growth.

### **About the Role:**

ESC seeks a **Manager, Nonprofit Outreach & Partnerships** to lead efforts to expand our nonprofit client base, diversify and strengthen our consultant corps, and cultivate mission-driven partnerships that fuel ESC's revenue growth. This is a high-energy role for a proactive, entrepreneurial professional who thrives on building relationships, identifying opportunities, and executing strategies that generate both impact and revenue. Reporting to the Vice President, Client Services, the Manager will play a key role in executing ESC's business development, outreach, and partnership strategy.

### **Key Responsibilities**

#### **Strategic Growth & Revenue Expansion**

- Develop and implement strategies to grow ESC's fee-for-service revenue, ensuring alignment with our mission and community needs.
- Conduct market research to identify prospective nonprofit clients and capacity-building opportunities.
- Lead outreach efforts to engage potential clients, track opportunities, and convert leads into partnerships.
- Work closely with ESC's Board Resource Development Committee to identify and pursue revenue-generating opportunities and provide regular updates to Client Services staff.
- Stay ahead of trends in the nonprofit and capacity-building sectors to shape service offerings and inform strategic growth.

#### **Networking & Partnership Development**

- Actively cultivate relationships with nonprofit leaders, government agencies, and philanthropic organizations to create new opportunities.
- Build and strengthen partnerships with professional associations, networks, and other sector influencers to enhance ESC's visibility and impact.
- Represent ESC at conferences, sector events, and networking opportunities to position ESC as a go-to resource for nonprofit capacity building.

#### **Stakeholder & Consultant Engagement**

- Foster strong relationships with key stakeholders, including nonprofit executives, funders, and corporate partners.
- Gather client feedback to inform service improvements and consultant training.



- Work closely with ESC's Director of Volunteers & Cohort Programs to ensure our consultant corps remains diverse, skilled, and responsive to nonprofit needs.
- Identify opportunities to recruit and onboard new consultants who bring valuable expertise to our programs.

#### **Outreach & Thought Leadership**

- Develop and deliver compelling proposals and presentations to secure new business.
- Oversee the planning and execution of high-impact events and workshops that showcase ESC's expertise.
- Lead marketing and engagement efforts to drive awareness and demand for ESC's programs and services.

#### **Client Experience & Service Development**

- Collaborate with Client Services staff to ensure client satisfaction and identify opportunities for deeper engagement.
- Work cross-functionally to refine service offerings based on client feedback and sector needs.

#### **Technology & Systems Optimization**

- Advocate for and collaborate with Administrator, Salesforce and IT to support technology upgrades to improve operational efficiency and data management.
- Work closely with Administrator, Salesforce and IT to optimize ESC's CRM system for tracking and managing business development efforts.

#### **Who You Are:**

We're looking for a high-energy, mission-driven professional who thrives on relationship-building, strategic thinking, and results-oriented growth. You're not afraid to take initiative, make connections, and create opportunities. You bring a mix of nonprofit experience, business savvy, and a relentless drive to expand ESC's reach.

#### **Qualifications & Experience:**

- Bachelor's degree or equivalent experience in nonprofit management, business development, marketing, or a related field.
- Minimum 5 years of experience in nonprofit partnerships, fundraising, earned revenue strategy, or business development.
- Deep understanding of and strong networks within the Southern California nonprofit sector.
- Proven ability to build and maintain strategic partnerships, secure new opportunities, and drive revenue growth.
- Excellent relationship-building and networking skills, with the ability to engage diverse stakeholders.
- Strong written and verbal communication skills, with the ability to create and deliver compelling proposals and presentations.
- Ability to manage multiple projects, set priorities, and meet deadlines in a fast-paced environment.
- Critical thinker with a solutions-oriented mindset and entrepreneurial approach.
- Proficiency in MS Office (Word, PowerPoint, Outlook), CRM systems (Salesforce preferred), and project management tools (Asana preferred).



### Preferred Qualifications:

- A proactive, goal-oriented, and energetic approach (“hustle”).
- Passion for strengthening the nonprofit sector and an understanding of capacity-building strategies.
- Commitment to diversity, equity, inclusion, and anti-racism, and a deep dedication to supporting the success of local communities.
- Experience cultivating relationships and fostering trust with staff, volunteers, donors, board members, and community partners.
- Strong ability to work collaboratively in a remote environment, leveraging virtual tools for engagement and productivity.
- High level of personal and professional integrity, with experience handling sensitive information.

### Position Details & Benefits:

- **Reports to:** Vice President, Client Services
- **Position Type:** Permanent, Full-time, Non-Exempt
- **Location:** Remote-first, with hybrid in-person work at ESC’s offices at The California Endowment in Downtown L.A. Some travel and attendance at events and meetings throughout Southern California (primarily in Los Angeles County) required.
- **Compensation:** \$33.65 - \$36.05 per hour, commensurate with experience.
- **Benefits:** ESC values its team and offers a comprehensive benefits package, including:
  - Up to 100% employer-covered medical, dental, and vision insurance.
  - Life insurance and a 403(b) retirement plan with employer matching.
  - Generous paid time off, including vacation, sick leave, and holidays.
  - Additional paid time off between Christmas and New Year’s to recharge.
  - Professional development opportunities, including access to coaching and ongoing training.

### Why Join ESC?

- Work at the intersection of nonprofits, social impact, and leadership development.
- Be part of a dynamic, mission-driven team dedicated to strengthening the sector.
- Lead and shape growth strategies in a high-impact role with significant autonomy.
- Enjoy a flexible work environment with opportunities for professional development.

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.