

Strategic Partnership Manager (original job description template)

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Fremont, CA

About The Role

As a **Strategic Partnership Manager** at Kidango, you'll be responsible for identifying and cultivating internal and external relationships to promote our Early Childhood Education (ECE) expertise across multiple sectors. You'll drive relationships with key stakeholders including but not limited to: Kidango staff and departments, corporations, community based organizations, school districts, universities, and government agencies. You'll also help develop and implement strategies to broaden awareness of our programs, funding needs, research initiatives, and advocacy priorities, with the goal of increasing engagement with key audiences including donors, funders, policymakers, staff, parents, community members, and current and potential partners.

If you love working with people, if you want your work to have a direct impact on a company's trajectory, and if you're interested in seeing a direct impact on children and families, this job is for you!

What You'll Be Doing

Corporate Relations (50% of time)

- Identify local and national corporate giving opportunities
- Foster corporate relationships to drive sponsorships and partnerships
- Develop sponsorship packages with associate benefits to increase corporate engagement
- Develop a corporate volunteer program and identify potential risks and opportunities

Community Based Partnership Activities (25% of time)

- Identify and establish relationships with community based and social service organizations
- Develop referral systems and processes between Kidango and community based organizations
- Update community based organizations on new initiatives or programs changes to ensure partners possess accurate service information

Interdepartmental Relations (25% of time)

- Support Kidango center staff by leading department coordinator during enrollment and outreach events
- Coordinate with Kidango content expert on identifying platforms and opportunities to promote our work
- Attend event planning sessions for Kidango's internal events

A Little Bit About You

- 5+ years of experience in event management
- 3+ years designing and coordinating volunteer programs
- Strong analytical mindset with the ability to synthesize information
- Superior written communication skills, with the ability to communicate simply and effectively
- Experience working with cross-functional teams to problem solve
- A proactive problem-solver, that can work autonomously but doesn't shy away from asking for help
- Passionate about Kidango and contributing to its short and long-term vision

A little about us...Kidango (kidango.org) is an early learning nonprofit committed to setting every child on a path to thrive in kindergarten and in life. We believe that all children can reach their full potential if they and their families have access to the right opportunities and resources. As the largest child care provider in the San Francisco Bay Area, we provide thousands of children, especially those from low-income families, with safe, healthy, nurturing environments and relationships. Through our policy work, we aim to take our expertise beyond the children and families that we serve, and drive change in early childhood education at the local, state and federal levels. Our goal is to make sure all children have the social, emotional, and academic skills they need to learn, grow and realize their potential.

Preferred qualifications

- BA degree or equivalent experience in Business, Communications, Public Relations, Marketing, Hospitality Management, Event Planning, or related field
- Ability to travel weekly to Kidango headquarters, Kidango centers, corporate sites, and other community based organizations
- Experience with Salesforce or equivalent CRM a plus

Additional Requirements

- Must provide proof of vaccination for Covid-19
- Must pass health screening and TB test
- Must provide proof of Tdap and MMR vaccinations (or receive vaccinations during health screening)
- Must pass background fingerprint clearance
- Valid Driver's License
- Must be 18 years or older

Perks

- An opportunity to improve real lives, solve hard problems, and change the world
- Friendly, supportive, and adventurous environment with a team of engaged colleagues
- A comprehensive, industry-leading [benefits package](#)
- Opportunities to connect with and learn from colleagues and partners around the world
- Salary: \$75,500/year

A diverse and inclusive workplace where we learn from each other is an integral part of Kidango's culture. We actively welcome people of different backgrounds, experiences, abilities and perspectives. We are an equal opportunity employer and a great place to work. Join us and help us achieve our mission!