GREATER NY PARTNERSHIP PROGRAM DIRECTOR

GREATER NY believes that complex urban issues are most effectively and equitably addressed through collaboration between leaders in government, the private sector, and the nonprofit sector. Since 2009, Greater NY has been building the conditions and relationships for collaboration through three programs:

- **Greater NY’s Executive Partnership Program** was launched in the aftermath of the 2008 financial crisis and matches corporate and nonprofit leaders to meet one-on-one, an hour a month for confidential conversation on management and leadership.
- **Greater NY’s Analyst Corps** launched in 2017, matches early-career financial professionals with nonprofits to work on high-priority data and modeling projects.
- **Greater NY Events** bring together its network on a range of topics where the Greater NY community can play a role in strengthening the vitality and resilience of New York City.

For more information, please visit [www.greaterny.org](http://www.greaterny.org).

THE OPPORTUNITY

Greater NY is expanding its team and seeks an individual with program lead experience to operationalize its successful Executive Partnership Program at scale. This person will drive success in the Executive Partnership Program while working with the Greater NY team to deepen the connections and impact of all three programs together. The ideal candidate likes to operate in a highly collaborative environment while thriving as the leader of their own shop.

The Greater NY Partnership Program Director will:

- Have exposure to people and issues across the nonprofit, corporate and government sectors
- Work at the macro and micro level on issues that impact New Yorkers
- Help build a dynamic organization leveraging the power of cross-sector collaboration
- Have program ownership and collaborative support in a team-oriented organization
- Join a flexible, values-based work culture that balances a high-velocity work environment with a deep commitment to the priorities and relationships that are important to us outside work

THE ROLE

The Director of Greater NY’s Partnership Program will build and strengthen a program that has a solid 10-year foundation, a successful model, and the flexibility to adapt to needs and priorities of New York City’s dynamic nonprofit sector. Responsibilities include but will not be limited to:

Executive Partnership Program Leadership:

- Work with the team to identify and recruit nonprofit and corporate between corporate and nonprofit partners; launch and onboard partnerships; manage check-ins and provide support and guidance; facilitate wind down after two years; and coordinate an active alumni network
• Capture and evaluate feedback and impact through surveys and monitoring of partnerships
• Identify connections between partnerships and listen for common themes around which Greater NY might host network events
• Analyze existing processes to streamline program operations and develop new ones

Organizational Development:
• Strengthen integration with Events program – with Greater NY team, help scope, manage, and host events that support partnership experience, and building of Greater NY network
• Build alignment with Analyst Corps program – working with Analyst Corps program director identify areas to maximize synergies of the programs, listening to partnerships for potential ways Greater NY’s Analyst Corps could be useful
• Strengthen outward facing profile – work closely with Greater NY team as we together take the following to the next level: evaluation, communications and marketing, organizational values and Diversity, Equity and Inclusion

QUALIFICATIONS AND QUALITIES
Greater NY harnesses the best thinking of the public, private and nonprofit sectors. This role draws on skills developed through a variety of experiences. We are not looking for a particular resume. We are looking for the right person who brings new approaches, perspectives, and capacities to our team and organization. The following areas of experience are ones we believe build the skills for this role:

• At least 10 years of experience in program management, development/ fundraising, client management and/or constituent management
• Experience working with or as part of senior leadership with exposure to the workings of nonprofit Boards
• Experience with program design, project management, process development
• Experience with external facing relationships, network development, team building, cross-sector work experience a plus

As Partnership Program Director will:
• Believe in the power of relationships
• Love process and attention to detail
• Be an effective communicator in both verbal and written contexts
• Have a commitment to equity
• Understand that things don’t always play out in the way we plan them.

COMMITMENT TO DIVERSITY AND EQUITY
As an organization that sits at the nexus of the private, public and nonprofit sectors in New York City, Greater NY is committed to building a diverse network that reflects the strengths of the many communities and lived experiences of our city. As an organization we strive to operate in a culture of openness, equity and trust.
REMOTE WORK POLICY

Greater NY currently employs a hybrid work environment with flexibility to work from home as pandemic conditions change. Per our landlord, all employees in the office must have two shots of an approved COVID-19 vaccine, booster shot preferred.

COMPENSATION

$75,000 + benefits

START DATE

Estimated 3rd Quarter 2022 but potentially sooner.

TO APPLY

Interested applicants should send a brief cover letter detailing why they are an ideal candidate and what interests them about Greater NY, along with a resume to smulvihill@greaterny.org.

As an equal opportunity employer, Greater NY hires without consideration to race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status, or disability.