



Position: Strategic Partnerships Officer

Location: Remote

Reporting to: Executive Director

Status: Exempt

Friends of the Colorado Avalanche Information Center

The Friends of the Colorado Avalanche Information Center (Friends of CAIC) is a 501(c)3 group whose mission is to support avalanche forecasting and education throughout Colorado. Our vision is to help build the most robust avalanche forecasting operation in the United States and to make avalanche awareness an essential part of the winter backcountry community's daily plan.

The Colorado Avalanche Information Center (CAIC) is a program within the Colorado Department of Natural Resources tasked with reducing the impact of snow avalanches on recreation, industry, and transportation. The program receives funding from the Colorado Department of Transportation, the Colorado Severance Tax Fund, and cash funding via contracts, grants, and donations, most of which come from the users of the forecasting and educational services. The CAIC depends on a successful fundraising effort in order to carry out its mission.

Strategic Partnerships Officer

With a dedicated staff, fast growing annual revenue, and a committed Board of Directors, Friends of CAIC is positioned to expand its impact. We are looking for an experienced fundraising professional to join our team as our Strategic Partnerships Officer. This position will lead the evolution of Friends of CAIC's partnerships and will drive the organization to the next level. This position requires a strong passion for avalanche safety and the desire to work for an organization that seeks to grow the Colorado Avalanche Information Center's program of avalanche forecasting and education. The Strategic Partnerships Officer will design and lead Friends of CAIC's brand partnership model. They will be responsible for brand engagement, prospecting, cultivation, stewardship, communication, issue resolution.

We are looking for a creative, critical thinker that is not restricted by conventional fundraising. Your passion for sharing and showcasing personal stories will compel brands and retailers to support avalanche safety in Colorado.

Specific Responsibilities include:

- Lead the updating and implementation of the organization's corporate partnership strategy.
- Increase corporate support while driving mutually beneficial partnerships.

- Prepare and present partnership opportunities to corporate partners aligning the Friends of CAIC strategic plan with each corporation's impact strategies.
- Manages a portfolio of existing and new accounts, creating programs to deepen and strengthen relationships.
- Work with the Executive Director and Development Manager to maximize outreach, growth, and activation strategies.
- Support and leverage relationships with the Friends of CAIC board of directors.
- Identify, recruit, and engage partners outside of the outdoor industry.
- Interact with donors, prospective donors, and event attendees.
- Integrate corporate partnerships into our programmatic work.
- Assists with the Friends of CAIC Benefit Bash and other events throughout the State of Colorado.
- Attend annual outdoor trade shows as needed.
- Other duties as assigned.

Qualifications:

- Must embrace the mission of the Friends of CAIC and the CAIC. Experience in one or more winter recreation fields is preferred.
- B.A. degree with a minimum of 2+ years experience in a development role of a non-profit.
- 2+ years of experience working with major brands in an account management capacity.
- Creativity around crafting partnerships, with a unique ability to develop relationships through outdoor recreation.
- Experience working in and or with large companies or within nonprofit organizations' partnerships and marketing departments.
- Excellent written and verbal communication skills.
- Experience working remotely and independently.
- An open and collaborative work style.
- Comfort with the unpredictable nature of small non-profit organizations.
- Proficiency with Microsoft Office suite, GSuite, Adobe Acrobat, CRM tools. Knowledge of Bloomerang and Classy preferred.
- Familiarity with fundraising systems, databases and technology to design and execute the partnerships plan.
- Willingness and ability to travel as needed.
- Strong organizational skills.

Working Conditions and location:

This is a virtual position, as the Friends of CAIC has no central office. You will need to be able to work both independently while collaborating virtually, thus be comfortable communicating using a variety of modern technologies and web-based platforms.

- This position is a full time, year round position.
- The Strategic Partnerships Officer will work a 40-hour workweek that may include weekends and evenings.

- The location of this position is flexible. However, we prefer the Strategic Partnerships Officer be based along the I70 corridor from the Roaring Fork Valley to Denver.

Compensation:

- Salary: \$52,000- \$62,000 annually
- 401(k) retirement plan with an employer match and employer contribution after one year of service
- Unlimited vacation time policy
- Parental leave policy
- Flexible work schedule
- Mileage reimbursements based on current IRS mileage rates
- Opportunity to participate in employer sponsored health care plan.
- Monthly cell phone reimbursement
- Ski Pass Reimbursement
- Opportunity for continuing avalanche education

How to Apply:

Interested applicants can send a cover letter and resume via email to: info@friendsofcaic.org. Please write "Strategic Partnerships Officer" in the subject of your email.

Applications will be accepted through June 27, 2022.

Friends of CAIC provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.