

JOB DESCRIPTION: DIRECTOR OF PARTNERSHIPS & DEVELOPMENT



Description:

[The Open Mobility Foundation](#) (OMF) is an open-source software foundation with a mission to transform the way cities manage transportation in the modern era using well-designed, open-source data standards and software. We operate as a public-private partnership that brings together cities, mobility companies, and software vendors to co-create technology that facilitates digital-savvy approaches to regulation, scalable deployment of new mobility services, and the management of public space for the public good.

We are currently seeking a highly skilled, experienced and passionate Director of Partnerships & Development. This new leadership role will develop and execute the organization's partnership, member growth and development strategy to power our expanded impact on our members, community and the mobility ecosystem.

The OMF is an international public-private partnership and membership organization that is only as strong as our members and partners. As the Director of Partnerships & Development you will grow our public and non-public membership base in the US and key international markets while identifying new strategic partnerships that will leverage the reach of the OMF into new opportunities. You will develop and execute a government and philanthropic grant strategy that emphasizes opportunities to partner with stakeholders who share the OMF's values. You will work closely and collaboratively with the Director of Engagement & Communications and the Director of Open Source Operations to harness the power of organization's content, events, and programs to reach new prospective members and partners.

This role will report to the Executive Director and work closely with the OMF's leadership team to ensure the partnership and development strategy is executed in a manner consistent with the priorities and strategic direction set forth by the OMF's leadership.

Job Responsibilities:

- Develop and implement strategies to drive new membership growth, increase revenue, and achieve financial targets
- Identify and pursue opportunities for grant funding by researching and understanding relevant funding sources, developing compelling proposals, and managing grant application processes and relationships with philanthropic organizations
- Collaborate with organizational leadership to establish and execute a comprehensive fundraising plan, including new member cultivation, member dues and add-on structures, and other initiatives

- Oversee the development and execution of strategic partnership initiatives, including managing the organization's Advisory Committee, negotiating and securing partnership agreements, sponsorships, and collaborations to enhance the organization's programs and financial sustainability
- Monitor and evaluate the effectiveness of partnership initiatives, membership growth strategies, and fundraising efforts, providing regular reports to the executive team and Board of Directors
- Stay informed about industry trends, best practices, and emerging opportunities in fundraising, partnership development, and grant management, and provide recommendations for innovation and improvement
- Other tasks may be assigned to support the flexibility and nimbleness of a small organization

Desired qualifications:

- Bachelor's degree in a relevant field (e.g., Business Administration, Public Administration, Nonprofit Management, Marketing, Communications)
- Proven track record of successful membership growth, fundraising, and grant acquisition in a non-profit or similar organization
- Strong understanding of nonprofit financial management and budgeting principles, with the ability to develop and manage budgets related to fundraising, partnerships, and grants
- Excellent written and verbal communication skills, including the ability to craft compelling grant proposals, partnership proposals, and other fundraising communications
- Demonstrated ability to build and maintain relationships with diverse stakeholders, including donors, partners, board members, and staff
- Strategic thinker with strong analytical and problem-solving skills, able to identify opportunities and develop innovative strategies to achieve financial growth
- Strong negotiation and persuasion skills, with the ability to influence and secure partnerships and funding opportunities
- Exceptional organizational and project management skills, with the ability to prioritize tasks, manage multiple projects simultaneously, and meet deadlines
- Knowledge of working with governments (i.e. federal grants, procurements, etc.)
- Passion for the organization's mission and a commitment to making a positive impact through partnerships and financial growth
- Comfortable working both virtually and in-person

Job Type:

Full-time position

Generous compensation package including full benefits and retirement match

Location:

The Open Mobility Foundation is a US-based, remote work organization. Ability to travel to events and meetings is required.

Applications:

Send resume and cover letter to careers@openmobilityfoundation.org

Priority application deadline is 5:00 pm Pacific Time Friday, June 16, 2023.