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<th>Job Title</th>
<th>Director of Partnerships</th>
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<td>Employer/ Agency</td>
<td>Amigos de las Américas (AMIGOS)</td>
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**Job Description**

Amigos de las Américas (AMIGOS) is a leader in international youth development, creating a world in which young people realize their full potential as leaders and global citizens. We provide extraordinary opportunities for students to design and lead projects in collaboration with U.S. and Latin American peers and partner organizations across the Americas. Our strong network of community partners, built over 55 years, enables authentic engagements in communities across the region.

**Overview**

AMIGOS is looking for a leader to seek out and develop new partnerships for programming, recruitment, and brand visibility. This position reports directly to the President & CEO and works closely with members of the Senior Management Team. The Director of Partnerships will oversee business development opportunities with the goal of mission expansion through increased enrollment. We are looking for a motivated self-starter who is ready and willing to work in a fast-paced and dynamic nonprofit environment.

The Director of Partnerships will develop our partnership growth strategy and work closely with the CEO to identify partnership opportunities with for-profit, non-profit, and educational institutions. This position will also manage and seek to grow our partnership fund for increased access to AMIGOS Programs. This is a tremendous opportunity for a business development professional to maximize and strengthen the internal capacity of a well-respected nonprofit organization. The Director of Partnerships will manage the organization’s partner portfolio and work with the CEO, Director of Finance, and other senior managers in the design of new partnership efforts.

**Key responsibilities**

- Develop and execute a partnerships strategy for AMIGOS with the goal of expanding our mission impact through increased enrollment
- Pursue strategic partnerships with educational institutions, including schools, colleges, universities and nonprofits
- Build a network of educators and key contacts for AMIGOS
- Pursue brand partnerships and programming opportunities with mission-aligned companies
- Administer and grow the “partnerships fund,” which supports financial assistance awards for partnering institutions
- Support the CEO and Development Director with fundraising efforts centered on growing the partnerships fund
- Identify partnership opportunities within the AMIGOS alumni and local Chapter network
- Expand visibility and awareness within new partner institutions

**Qualifications**

A minimum of 6-10 years of professional experience. Past experience with partnership development and closing deals. Excellent leadership skills, confident working collaboratively with diverse groups of people and a remote team.
| Track record of success in developing a collaborative working environment. Keen analytic, organization, and problem-solving skills that support and enable sound decision making in a multifaceted organization. Other Characteristics of Desired Candidates
Combination of cultural sensitivity and emotional intelligence, along with an unpretentious style. Proven leadership, mentoring, and consensus-building skills. An accessible, visible, and flexible management style that inspires trust and confidence in staff. |

| **Salary/Hours** | Commensurate with qualifications and experience. |
| **Employer/Agency** | Amigos de las Américas (AMIGOS) |
| **City, State, Zip** | Location: Oakland, California; Washington DC; or Denver, Colorado preferred, but not required |
| **Travel Requirements** | Extensive onboarding at AMIGOS HQ in Houston will be required (minimum 4 weeks) |
| **Application Method** | Travel for partnership development approximately 5-6 times a year |
| **Opening Date** | Please submit a cover letter (including salary expectations) and a resume by email to: jobs@amigosinternational.org, Attn: Sara Nathan, President & CEO. |
| **Salary/Hours** | Immediate |

To post a job opportunity or if your response to this job posting results in successful employment, please email the GCSW Office of Alumni and Career Services at mswjobs@central.uh.edu with the hiring details of your new job opportunity. Thank you.