



United Way of Central and
Northeastern Connecticut

About Us

United Way of Central and Northeastern Connecticut is one of more than 1,040 autonomous United Ways in our nation and 1,800 community-based United Ways in 45 countries and territories. We have the unique ability, vision, and resources to bring together diverse stakeholders around a community vision of creating positive change to achieve long-lasting results for children and families. Our Workplace Giving team helps to raise awareness of United Way's work and the impact can all make together for local children and families.

Our Mission

To engage and bring together people and resources committed to the well-being of children and families in our community.

Our Vision

A community where opportunities are available for every child to succeed in school and for every family to achieve financial security.

Our Values

In pursuing our mission, the following principles guide our relationships with stakeholders, including our donors, volunteers, partners, employees and the communities we serve: a belief that respect, equity, diversity and inclusiveness make us stronger; engaging others with professionalism and quality support; seeking creative and sustainable solutions to pressing social challenges; maintaining the highest standards of personal and organizational honesty in order to ensure stewardship of donors' dollars; being proactive and responsive through consistent communication; and, delivery of high-quality services and effective measurement of results to ensure efficiency and innovation.

Join Our Team! Career Opportunity

We are searching for a **Director of Strategic Partnerships** who will be responsible for providing leadership in support of organization's strategic partnerships that address community impact and revenue goals; specific emphasis is on identifying, developing, and monitoring the partnerships/collaborations that will ensure progress on community outcomes and identifying and pursuing resource development opportunities (both direct and leveraged). The Director will also assist the Senior Vice President in strategic planning and advocacy.

What you will do:

- Understands local communities and develops and maintains effective relationships with community stakeholders and public/private partners to address United Way priorities; leads community engagement strategies.

- In partnership with leadership volunteers and community partners, identifies needs, assets, partners, resources, and innovative approaches to achieve intended community goals; identifies and pursues opportunities for interdepartmental and community partnership, capacity-building and collaboration to pursue these goals.
- Provides internal and external leadership and oversight of regional advisory boards and monitors results to ensure alignment with United Way's priorities and strategies.
- Leads cross-functional product development team to connect donor interests (individuals and corporate) with impact strategies by developing a toolkit of products and facilitating strategic discussions around funding opportunities. Ensures regular updates to product portfolio.
- Provides organizational leadership for relationship management with community partners and stakeholders (including funders) that contribute to impact and fundraising goals.
- Develops new pipeline of major public and private funding opportunities for consideration; in order to transform the organization's revenue trends.
- Manages fundraising as assigned (as organizational lead and/or in partnership with other staff) to support impact goals.
- Assists the Senior Vice President in projects related to strategic planning and advocacy; leads special projects as assigned.

Other functions:

- Represents United Way at community functions, as needed, both during and after regular business hours.
- Performs other duties as required.

About you:

- Master's Degree in social work, public policy, community organizing, or related field and/or 5-10 years of related experience including at least five in a supervisory role.
- Technology competence that includes expertise with Microsoft Office and database management, as well as willingness to learn new applications as needed and identify innovative ways for technology to support organizational objectives is required.
- Ability to work in a fast-paced environment and juggle multiple priorities, and able to react and adjust quickly to changing conditions is required.
- Ability and willingness to travel locally and nationally required.
- Knows and effectively communicates the organization's mission, vision and values.
- Understands the needs and goals of co-workers and constituents.
- Demonstrates the value of diversity and inclusion.
- Treats others with respect and dignity.
- Fosters open communication by considering all input and contributions and by respecting other points of view.
- When conflict arises, successfully navigates the conversation to find solutions acceptable to all parties.
- Works collaboratively to achieve common goals and positive results.

- Demonstrates the ability to negotiate and compromise without losing sight of core values and objectives; seeks win-win solutions.
- Has a focus on results and can effectively communicate his/her goals and their impact on the goals of the organization.
- Promotes innovation and is open to new ideas.
- Motivates others to translate ideas into actions and results.
- Identifies, assesses, and manages risk while striving to attain objectives.

Application Information

Qualified applicants should submit a resume and a cover letter describing 1) their qualifications and experience 2) salary requirements, and 3) how they learned about the position.

United Way of Central and Northeastern Connecticut is an equal opportunity employer M / F / D / V.

Frequently cited statistics show that women and members of structurally marginalized and/or underrepresented groups apply to jobs only if they meet 100% of the qualifications. United Way of Central and Northeastern Connecticut encourages you to break that statistic and to apply. Few candidates will likely meet 100% of the qualifications. We look forward to your application.