



Sachs Foundation | Job Announcement Managing Director of Partnerships

Job Description

Job Title:	Managing Director of Partnerships
Location:	Denver, Colorado
Job Type:	Hybrid, Full-Time
Salary:	\$125,000 annually
Reports To:	Chief Executive Officer
Supervisory:	Yes; Manages the Director of External Relations

About Us

The [Sachs Foundation](#) is a private operating foundation established in 1931. Through programs such as our Sachs Scholars, Elevated pre-collegiate, and Sachs Teacher Development programs, we uplift Black scholars, educators, and their families to advance racial equity in Colorado.

Our Mission | We further racial equity for Black Coloradans by supporting education, health, and well-being through student enrichment, financial support, and professional development.

Our Vision | We envision a just and equitable society where all historically marginalized groups can achieve their educational dreams and are uplifted through a network of support.

About the Role

The **Managing Director of Partnerships** will build and manage a portfolio of aligned funder relationships that can generate additional revenue to expand impact of the Sachs Foundation mission. This portfolio will be comprised primarily of institutional investors, but may also include individual investors, all aligned around addressing issues of racial equity in Colorado.

This will be done by solicitation of strategic partnership or philanthropic funding for programs run by the Sachs Foundation: The Sachs Scholars, the Elevated pre-collegiate, and the Sachs Teacher Development programs.

The individual filling this position should be organized, driven and personable and have an excellent track record of building revenue through strategic partnerships, front-line fundraising, and securing other multi-year charitable gifts. They will need to manage relationships with individuals and organizations who are mission aligned on issues of equity, philanthropy, and education. The individual filling the role will have the opportunity to work either remotely or in a hybrid environment in Denver, CO, provided they are successful and engaged with the foundation with minimal direct oversight.

Job Duties and Responsibilities

- Secures strategic partnership funding agreements and philanthropic gifts of \$100,000 or more for the operations and programs of the Sachs Foundation.

- Cultivates and maintains a diverse portfolio of relationships with organizations and individuals addressing racial inequity in Colorado.
- Encourages life-long relationships with the Foundation through personal, individualized stewardship and engagement offerings to new and existing individual and institutional donors.
- Supervises the Director of External Relations, partnering collaboratively to increase brand awareness and advance donor/alumni engagement with the Sachs Foundation.
- Advocates for the Sachs Foundation and partners' mission through a variety of online and offline channels to champion values-aligned racial equity work in Colorado.
- Performs other tasks related to the success of the Sachs Foundation as requested.

Qualifications:

Required:

- Seasoned experience in nonprofit fundraising or development with a proven track record of executing solicitations of up to 6 figures.
- Experience advancing strategic partnerships and donor relationships with institutional and individual investors.
- Experience with moves management and utilizing an internal donor database to organize, strategize, and report on fundraising programs (i.e. Salesforce, Blackbaud, etc..).
- Excellent written and verbal communication skills, skilled in communicating mission impact, programmatic updates, and strategic organization goals.
- Skilled relationship manager experienced in advancing authentic relationships built on shared vision for racial equity.
- Ability to perform responsibilities with minimal to moderate supervision.
- A strong belief in the importance of the mission of the Sachs Foundation.

Preferred:

- Knowledge and experience working in support of racial equity.
- Experience working with established funders across Colorado.
- At least 2 years of people management experience, passionate about developing your team's career and success.

Benefits

- Excellent health and dental insurance
- Flexible paid holiday and sick leave
- An 8% employer contribution into the employee's retirement plan*
- Paid family leave*

* Benefits available at completion of a three-month probationary period.

Typical working hours are between 9 AM and 3:30 PM, Monday-Friday, although occasional night and weekend work is required. Office space will be arranged for flexible working environments as requested.

See next page for Application Instructions →

Application Instructions

To apply for this position please submit your resume as well as answers to the following questions (in lieu of a cover letter) to Ben Ralston at ben@sachsfoundation.org:

1. Why are you compelled by The Sachs Foundation's mission? Why, specifically, are you interested in a role that promotes racial equity for Black Coloradans?
2. Describe your proudest accomplishment that demonstrates the strongest impact or innovation you've made in a previous role.
3. Describe your ideal team. What environments do you thrive in? What environments create barriers to your success?
4. Describe your leadership and communication style.
5. What is a problem you are currently working to solve and what have you learned in the process?

Recruitment Timeline

March 15th | Application deadline for the Managing Director of Partnerships position.

March 7th-March 20th | Selected candidates will be invited via email for an initial interview with the Chief Executive Officer.

First Week of April | Finalists will be invited to a final panel interview with the Sachs Foundation Team. Candidates will be asked to develop and present an initial landscape analysis of mission-aligned funders and recommend their strategy and top 5 partnership prospects.

April 12th | Finalists will be notified of their status/offered the position.

Equal Opportunity Employer

The Sachs Foundation is an equal opportunity employer and is committed to providing equal employment and advancement opportunities to every applicant and employee. The Foundation bases employment decisions on merit, qualifications, experience, and abilities, without regard to race, color, national origin, religion, disability, age, gender, gender identity, sexual orientation, military status, veteran status, marital status, or any other basis prohibited by law.