



# MANAGER OF PROGRAMMATIC PARTNERSHIPS

## Position Vision

A newly created position, the Manager of Programmatic Partnerships will be responsible for liaising with a broad and diverse network of community and corporate partners and individuals to develop and implement successful strategies that support the strategic growth of Big Brothers Big Sisters of Central Ohio by cultivating new and supporting existing partnerships for revenue generation and programmatic enhancements. Providing internal linkage and indirect leadership across our three brands (Camp Oty'Okwa, 1:1 Mentoring Programs, and MENTOR Central Ohio), this role will be influential in prospecting, organizing, and evaluating partnerships that enhance curriculum efficacy and the overall camp and program experience.

**Agency Mission:** To create & support one-to-one relationships that ignite the power & promise of youth.

### Agency Values:

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|-----------------|------------------|
| -Excellence     | -Integrity       |
| -Growth Mindset | -Relationships   |
| -Ownership      | -Respect & Trust |

### Key Responsibilities:

#### *Strategic Leadership:*

Reporting to the VP of Mission Engagement, works to define, plan and implement vision, direction, and strategy including:

- Cultivate relationships of trust with engaged communities and leaders, deepening their engagement with Big Brothers Big Sisters' work, financial and other support for BBBS, Camp Oty'Okwa, and MENTOR Central Ohio.
- Work collaboratively with invested leaders and communities to develop thoughtful and strategic curriculum and partnerships.
- Interpret the present curriculum and proposed curriculum changes in collaboration with department leaders to agency leadership and department staff responsible for implementation and execution
- Develop new and innovative resources to drive revenue with a 60% focus on Camp.
- Providing input for short- and long-term organization planning.
- Remaining informed of developments in current trends, policies and issues.

- Regularly evaluating effectiveness and performance.

***Team Leadership:***

- Coordinate development of new and revised curriculum for Camp Oty'Okwa. Organize and review the results of the curriculum, ensuring results are consistent with BBBS objectives.
- Collaborative, energetic and inspiring leader who creates a supportive and authentic work environment that is rewarding for staff and volunteers
- Invests in the success of the team through regular individual, team and department meetings; professional development commitment; and performance and accountability measurement

***Equal Employment Opportunity***

BBBSCO provides equal employment opportunities to all qualified individuals without regard to race, creed, color, religion, national origin, age, sex, marital status, sexual orientation, or non-disqualifying physical or mental handicap or disability.

***Americans with Disabilities Act***

Applicants as well as employees who are or become disabled must be able to perform the essential duties & responsibilities either unaided or with reasonable accommodation. The organization shall determine reasonable accommodation on a case-by-case basis in accordance with applicable law.

To help achieve the mission of the agency, program staff may have to assume additional tasks and responsibilities as assigned by the President/CEO or their designees.

This job description should not be interpreted as an employment contract. The Agency reserves the right to unilaterally and periodically modify this job description as is consistent with its goals and objectives.

If you have any questions or do not understand the job description as written, please see the President/CEO immediately. If you understand everything completely, please sign and return to the Vice President of Human Resources and Talent Development.