

Job Description: Senior Partnerships Lead (Full-Time)

About Us

Impact Experience (IE) is a social impact organization dedicated to strengthening connections and fostering collaborations among investors, philanthropists, entrepreneurs, innovators, and community leaders. IE's current programs and major initiatives are focused on equity across various industries such as investment, environment, education, and healthcare. Our approach uniquely addresses structural racism, utilizing tools such as systems transformation, design thinking, somatic psychology, and experiential learning to confront racial inequality.

About the Business Climate Finance Initiative

As an extension of IE's equity efforts, the Business Climate Finance (BCF) Initiative aims to decarbonize corporate bank accounts and employee retirement plans in leading U.S. companies. We seek to redirect capital toward climate-friendly lending at institutions like minority depository institutions, credit unions, B Corp banks, and climate-friendly retirement investment funds. Our approach is action-oriented and solution-focused, guided by a Justice, Equity, Diversity, and Inclusive (JEDI) perspective.

About the Job

Impact Experience is in search of an enthusiastic Full-Time Senior Partnerships Lead to further enhance and expand our partnership efforts. As the Sr. Partnerships Lead, you will play a crucial role in our organization.

Responsibilities:

Fundraising and Partnership Development:

- **Fundraising Leadership:** Lead fundraising efforts, collaborating with potential partners to align their goals with Impact Experience's mission.
- **Relationship Building:** Develop and nurture connections with potential donors, partners, and stakeholders in corporate, foundation, and philanthropic sectors.
- **Program Implementation Expertise:** Utilize your program implementation expertise to align fundraising efforts with our mission, emphasizing measurable outcomes.

Engagement Activities and Partnership Opportunities:

- **Strategic Engagement:** Leverage your network to collaborate with foundations and corporate philanthropic actors, identifying strategic opportunities aligning with our mission.
- **Partnership Execution:** Work closely with the CEO, COO, and BCF Director to develop and execute engagement plans for partners, fostering mutually beneficial relationships.

Organizational Support:

- **Administrative Assistance:** Provide essential administrative support for smooth fundraising and partnership development operations.

- **Mission Alignment:** Contribute to broader organizational initiatives aligned with Impact Experience's mission.

Your primary focus will be fundraising, partnership building, and leveraging program expertise to align with our mission, all while nurturing crucial relationships to advance our climate action goals.

Qualifications:

- **Entrepreneurial Mindset:** Thrives in virtual, entrepreneurial settings and adapts well to change.
- **Communication Proficiency:** Strong written and verbal skills for engaging diverse stakeholders. Experience in racial justice and diversity, equity, and inclusion work.
- **Community Building:** Proven track record in nurturing social impact communities.
- **Networking Prowess:** Established network within foundation, family office, or corporate philanthropy circles.
- **Tech Savvy:** Proficient in Zoom, Google Suite, CRM systems, and other communication platforms.
- **Partnership Experience:** Minimum 3 years of partnership development; no maximum experience limit.
- **Environmental Focus:** Preferred background in environmental and climate work.
- **Education:** Bachelor's degree or equivalent; MA/MBA preferred.

Previous Experience:

The ideal candidate will have a demonstrated history of identifying and building partnerships, specifically within the foundation and corporate philanthropy sectors. While experience in environmental and climate work is advantageous, a successful candidate will have a track record of creating consortia or communities of practice in the social impact space.

If you are passionate about driving climate action with a focus on justice and equity, possess a strong background in partnership development and engagement, and meet the qualifications outlined above, we encourage you to apply for the Full-Time Sr. Partnerships Lead position and contribute to our mission of creating positive social and environmental impact.

Compensation:

\$100,000 to \$110,000

Equal Employment Opportunity Statement:

Impact Experience is an equal-opportunity employer, and we welcome applications from all backgrounds without regard to race, ethnicity, religion, gender, sexual orientation, disability, or other legally protected status. We are committed to fostering a diverse and inclusive workplace,

where all team members are valued and respected. If you require accommodations during the application or interview process, please let us know. We are dedicated to promoting diversity and inclusion at all levels of our organization.

To apply, please email your resume and cover letter to hello@impact-experience.com