



JOB DESCRIPTION: SENIOR VICE PRESIDENT OF PARTNERSHIPS POSITION: FULL-TIME

The Senior Vice President of Partnerships will report directly to the Chief Development Officer (CDO) of Greentown Labs. In this role, you will serve as a senior leader on the Partnerships team, leading the team that manages the portfolio of corporate and foundation partnerships with leading companies in climatetech.

To be successful in this role the SVP will have excellent leadership, strategic, and communication skills with the presence to work with corporate partners. You will be able to identify unique business opportunities that exist in relation to the climatetech ecosphere. Critical to the position is the development and achievement of annual corporate revenue goals.

ABOUT THE POSITION:

Your work as the Senior Vice President of Partnerships will focus on the following key objectives:

Fundraising and Relationship Strategy:

- Lead the overall vision and execution of strategy to achieve multi-year, and multi-million-dollar partnerships as well as reach annual revenue goals and targets that align with Greentown's Strategic Plan.
- Identify and manage a portfolio of relationships with key leadership among existing and potential corporate partners.
- Partner with Executive Team to drive prospecting of new partnerships through research and trends to help position Greentown ahead of major funding changes.
- Develop thought leadership opportunities with non-traditional partners in collaboration with Marketing and Communications to leverage the power of the Greentown brand.
- Negotiate partnership agreements and ensure approvals.

Management:

- Supervise, directly or indirectly, the Partnerships staff and foster an inclusive and equitable culture that inspires team collaboration, efficiency, and effectiveness.
- Build the Partnerships team capacity through development and training opportunities that foster learning, awareness of philanthropic trends, and best practices.
- Establish transparent, standardized, and data-driven key performance indicators in partnership with CDO.
- Monitor performance dashboards and report regularly on the progress of the Partnerships program, addressing any anticipated issues in meeting budget expectations and reporting to CDO.



Administrative/Other:

- Develop and monitor the overall budget for the department, working with the finance office to set revenue targets and make adjustments as necessary.
- With team leads, develop overall strategic goals and conduct regular evaluation sessions to set collective priorities and drive results.
- Commitment to diversity and to serving the needs of a diverse community.

Performs other duties as assigned.

Required Skills and Experience:

- Bachelor's degree required, Master's degree preferred.
- Professional experience that includes at least 10 years of managing teams and developing staff.
- Strong ability to build and lead a team, and collaborate with other staff, corporate partners, and foundations.
- Demonstrated experience leading successful strategic initiatives, major organization fundraising, and business development.
- Ability to influence and engage a wide range of partners and build long-term strategic relationships.
- Strong organizational skills, with the ability to manage and prioritize multiple tasks and work within tight deadlines.
- Excellent written and verbal communication skills.
- Familiarity and comfort with the fast-paced nature of a startup, including the ability to receive, prioritize, and react to information with minimal oversight.
- Respectful, customer-focused attitude; strong decorum, and ability to be discreet.
- A mission-driven individual who is fulfilled and motivated by the goal of supporting early-stage entrepreneurs solving the world's biggest energy challenges.
- Curious, eager to learn, and a team player; "no task is too small" mentality.
- Ability to work some evenings, typically one evening per week.

WHO WE ARE LOOKING FOR:

A hard-working, highly organized, and enthusiastic individual with a can-do attitude who enjoys working with startups. You are a problem solver, detail-oriented, resourceful, creative, and collaborative with strong listening and communication skills. You enjoy working on teams but also thrive when assigned individual projects.

COMPENSATION, BENEFITS AND LOCATION:

Greentown offers a comprehensive benefits package. The salary for this position begins at \$144,000 and is commensurate with experience. This role is based in Somerville, MA. In addition to a competitive salary, Greentown Labs also offers:

- A flexible, fun, supportive working environment; working alongside amazing people tackling the planet's biggest challenges;
- Generous parental leave policy and benefits package including medical, dental, and vision insurance and 401k plan



- Work at the largest climatetech incubator in North America, which includes an awesome community of mission-driven entrepreneurs and endless networking opportunities

TIMELINE AND HIRING PROCESS:

To be considered for this role please send your resume, cover letter, and a list of three references to talent@greentownlabs.com. The subject of your email should be “SVP Partnerships Application”. **Failure to follow these instructions will result in an incomplete application.**

Your cover letter must address:

1. Why you’re a good fit and why we would be psyched to have you join us;
2. Your salary requirements; and
3. The date you’re available to start.

The ideal start date for this position is March 1, 2023, if not sooner.

EQUAL OPPORTUNITY STATEMENT:

Greentown Labs seeks to fully represent our community and constituencies—particularly low-income communities and communities of color—to amplify those voices and provide opportunities to participate in the direction and leadership of the organization. We actively encourage candidates from broad, diverse backgrounds to apply.

Greentown Labs is an Equal Opportunity Employer and we do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity and/or expression, status as a veteran, and basis of disability or any other federal, state or local protected class.

ABOUT GREENTOWN LABS:

Greentown Labs is a community of climate action pioneers working to design a more sustainable world. As the largest climatetech startup incubator in North America, Greentown Labs brings together startups, corporates, investors, policymakers, and many others with a focus on scaling climate solutions. Driven by the mission of providing startups the resources, knowledge, connections, and equipment they need to thrive, Greentown Labs offers lab space, shared office space, a machine shop, an electronics lab, software and business resources, and a large network of corporate customers, investors, and more. With incubators in Somerville, Mass. and Houston, Texas, Greentown Labs is home to more than 200 startups and has supported more than 500 since the incubator’s founding in 2011. These startups have collectively created more than 9,000 jobs and have raised more than \$4 billion in funding. For more information, please visit www.greentownlabs.com or [Twitter](#), [Facebook](#), and [LinkedIn](#).