

Director of Strategic Partnerships and Development (DSPD)

Objectives of this role

The Director of Strategic Partnerships and Development (DSPD) plays a crucial role in fostering and expanding partnerships that align with the association's strategic objectives. Reporting directly to the Vice-President of Finance and Partnerships, the DSPD serves as the primary liaison between the association and its partners, driving mutually beneficial relationships and opportunities.

Responsibilities

- Collaborate closely with the Vice-President of Finance and Partnerships and cross-functional teams to identify, develop, and negotiate strategic partnerships that support the association's goals.
- Serve as the main point of contact for partners, ensuring strong communication and alignment with both parties' commercial, product, and strategic objectives.
- Develop and implement strategies to nurture and grow existing partnerships, fostering long-term relationships and maximizing value for all stakeholders.
- Responsible for creating new partnerships to grow the benefits and discounts for members.
- Maintain accurate records of partnership agreements, activities, and performance metrics, providing regular reports to internal stakeholders and the Board of Directors.
- Monitor industry trends and activities to identify new partnership opportunities and innovative collaboration strategies.
- Adhere to the duties of a director at large and perform any other duties as assigned by the Board of Directors to support the overall objectives and mission of the Association.

Required skills and qualifications

- Eighteen (18) years of age or older.
- Excellent leadership, communication, and decision-making skills.
- Ability under law to contract and be bondable.
- Must be a member of the Association in good standing as per the CCAA By law.
- Must possess strategic thinking and planning to identify potential partnerships, evaluate their value, and develop a plan to establish and grow the partnership.
- Strong interpersonal skills, ability to build and maintain strong relationships with partners and internal teams.
- Excellent verbal and written communication skills, ability to clearly articulate the company's value proposition and negotiate terms with partners.

- Strong negotiation skills, ability to effectively negotiate mutually beneficial agreements with partners.
- Extensive network in relevant industries, ability to make connections and build relationships with potential partners.
- Ability to manage multiple partnerships and projects concurrently, ensuring successful execution and delivery.
- Understanding of financial metrics, ability to evaluate the financial impact of partnerships and make data-driven decisions.
- Ability to lead cross-functional teams and effectively manage stakeholders within the company and with partners.