VP of Corporate Partnerships

Nest is a non-profit supporting the responsible growth and creative engagement of the artisan and maker economy to build a world of greater gender equity and economic inclusion. Through a suite of holistic programming, Nest is reimagining the future of work and advocating for the interests of overlooked artisan and maker businesses to advance gender equity and deepen economic inclusion for women and vulnerable populations in the United States and around the world. Nest supports over 2,000 micro and small businesses as they develop their operations to access meaningful market opportunities and achieve long-term success.

Nest’s VP of Corporate Partnerships reports to the Chief Strategy & Partnerships Officer, leading the organization’s corporate partnerships team, and providing team management and oversight across sourcing, compliance, and philanthropy portfolios intersecting with corporate ESG and impact goals. This role heads strategy for growth across all corporate portfolios in partnership with the CSPO and ED and is the point for developing growth plans for all major partners. The VP will also manage special projects with corporate partners who are interested in engaging Nest’s research work or leveraging our tools and models in new contexts. Major roles and responsibilities include but are not limited to:

Team Management:
- Oversee implementation of overarching and individual partnership strategies that have been set for corporate and client service portfolios across Ethical Handcraft, sourcing, consulting, philanthropy, and special projects
- Manage a growing team responsible for these portfolios including day-to-day needs, proposal support and review, contract approvals, and helping each team member to navigate tactical partner needs as they arise
- Develop and implement a timeline for portfolio KPIs and revenue targets and motivate the team to achieve these organizational goals
- Facilitate team trainings to maximize potential and empower the team with skills to improve product knowledge, pitching, relationship management and other required skills
- Track cross-team progress via project management tools including Asana and Salesforce

Operations:
- Lead organized approach to internal tracking of our strategic initiatives ensuring process and procedures are being consistently and properly leveraged by the team, building efficiencies and better systems where necessary
- Oversee pitch document and asset creation across corporate portfolios ensuring materials articulate the value proposition of partnering with Nest in ways that are concise and visually compelling
- Produce and provide regular detailed accountability reports about the organization’s corporate partnership portfolios

Strategy & Portfolio Management:
- Serve as Senior Lead for all major multi-faceted brand and corporate partners
- Craft strategies, working alongside CSPO and portfolio Directors, to prospect and engage new targets, as well as deepen and expand existing partnerships working to ensure corporate partnerships include multiple aspects of our service and philanthropy offerings
- Develop a Corporate Portfolio Growth strategy over 1, 3 and 5 years and manage the successful execution of that strategy across the team
- Prioritize a strong client relationship approach with a focus on partnership renewals and expansion opportunities
- Identify new ways to secure corporate/brand support through innovative packaging of Nest programs and creative marketing opportunities.
• Serve as the lead in developing and executing a long-term business development strategy specifically for the Nest Seal of Ethical Handcraft including identifying market and program opportunities, value propositions and go-to-market strategies and plans
  ○ Develop the Nest Seal of Ethical Handcraft's program annual and quarterly goals, budgets and forecasts and achieve revenue and impact goal
  ○ Partner cross-functionally with compliance and communications leads to ensure full implementation of Ethical Handcraft programming
• Represent Nest at Industry convenings and Events, with the ability to speak about Nest's value proposition and programs in presentation and networking functions

Qualifications:

• BS/BA or Masters Degree (or equivalent work or educational experience) in Business, Marketing, Communications or similar field
• 10+ years of relevant professional experience with direct exposure to Corporate ESG work, Sourcing, Supply Chain Transparency, and Corporate Philanthropy. The ideal candidate would have experience working across multiple of those verticals
• 3 to 4 years of professional experience managing others
• Able to independently apply expertise to build capacity and bring innovation to an organizational department
• Proven experience serving as a thought leader within a function or technical expertise area
• Exceptional written and verbal communication skills and ability to sell ideas well through creative & innovative presentations
• Excellent project management skills
• Excellent people skills to interact with staff, colleagues, cross-functional teams and third party partners
• High proficiency in developing, organizing, and maintaining processes
• Highly collaborative with experience working in a cross-functional capacity
• Strong ability to effectively prioritize and manage time to address multiple responsibilities in a fast-paced, dynamic environment
• Metrics-driven and analytical; proven ability to prioritize, drive, and achieve results through self and others under time pressure
• Proficient in Microsoft Office, Adobe, Asana, and project management tools (Slack and Salesforce)
• Experience in the artisan and craft space is a strong plus

To apply:

Please send a cover letter and CV to Nest's Operations & People Manager, Meredith McCall at meredith@buildanest.org. Please include at least 2 references. Nest will leave the role open through early January to conduct interviews in early to mid-January.

Salary and Benefits:

Nest embraces a philosophy of transparency and equity in its compensation-setting practices. Based on a comprehensive review of NGO payment trends, the organization has determined that this level role will have a salary band of $105,000 to $125,000 for a US-based employee.

Nest will make a fair offer to an employee based on published salary ranges and the employee's education, experience, performance, and proficiency, among other factors. Offers will include an explanation of how the amount was reached. Nest maintains a zero-negotiation policy to ensure equity-based salaries are consistently applied. Through the organization's performance management processes, there will be opportunities for compensation increases/bonuses based on both Cost of Labor adjustments and merit-based increases annually.

Additionally, Nest provides an annual additional contribution of 10% of your salary directly into a SEP IRA retirement account on your behalf, with no match required. For full-time employees, Nest provides full medical insurance coverage (medical, dental, vision) and covers 50% of dependents. One vacation day is accrued each month (annual total of 12 days) plus additional PTO days, including holidays and a one-week winter break at the end of December through New Year's Day. All travel costs, when required and approved by the organization, will be covered by Nest.