



VP CORPORATE PARTNERSHIPS

ROLE DESCRIPTION

The VP Corporate Partnerships establishes, develops, and expands revenue-producing and other beneficial relationships with strategic business, research, technical and related partners that enhance PWN Global's positioning. This role will be dedicated to alliance efforts for the PWN Global Federation while also working closely with City Networks to enhance their local positioning and revenue resources.

The specific activities outlined below are in addition to assuming the duties and responsibilities of all Board Members.

DUTIES and RESPONSIBILITIES:

- Recruit and lead a winning team of volunteers to deliver on the Corporate Partnerships strategy, with the mindset to empower City Networks and acts as champions for the Federation.
- Gains an understanding of the environment in which PWN Global operates to determine trends and needs of current and potential partners that would translate into new opportunities.
- Identifies, qualifies, and establishes formal relationship with business partners. Develops a shared CRM system and process for monitoring progress on lead development.
- Develops and implements partnership goals and objectives thus finding the best ways to accomplish partner's needs and objectives.
- Supports and facilitates contract negotiations and creates consistency in partnership agreements that involve many or all local networks.
- Works with key parts of the Federation to develop and launch new programs services and spearhead successful implementation alliances in a quick and efficient manner.
- Manages or identifies a point person to manage ongoing partner relationships and ensures issues are identified, resolved, and prevented in future and that new opportunities are identified and pursued.
- Expands relationships with current strategic partners by supporting the introduction of additional products and services and the growth of additional users of joint offerings.
- Acts as a central point to leverage Corporate Partnerships best practices in each country and to ensure all networks are aware of them (monthly teleconferences, central repository, etc.).
- Participates in monthly board teleconference, and shares with other Federation Board Members, and regularly attends City Network President teleconferences.
- Measures, interprets and reports on key alliance performance.

Time Commitment: Approx. **5-8 hours per week** (variable and dependent on creation of a support team).

IDEAL BACKGROUND / EXPERIENCE:

- Experience in, and a passion for Business Development and empowering our members' personal and

professional growth.

- A minimum of 6 years of progressively responsible business experience, preferably in an international environment. Experience in as many of the following fields as possible: human resource management, law, sales, finance/budgeting, technology or related areas.
- Ideally having served as a City Network President, a Board Member at the Federation level, on a Non-Profit Board, or on Corporate Board in a relationship management and/or business development role.
- Experience in negotiation, contract management and/or sales.
- Excellent interpersonal skills, with a sense of diplomacy and collaborative leadership.
- Working across cultures and fluency in written and spoken English in required in addition to other languages is ideal.

BENEFITS:

- Access to an international network of great professional women.
- Bring your own ideas and innovate.
- Develop professionally and learn from your peers.