

**United Way
of Greater Chattanooga**



United Way of Greater Chattanooga is searching for a Director of Strategic Partnerships. This position reports to the VP Community Investments and will be part of the Community Investment team. This is a full-time/exempt position and will supervise the innovation manager, program manager and interns.

PURPOSE OF POSITION:

The Director of Strategic Partnerships reports directly to the Vice President of Community Investments and is part of the leadership team of the organization. This role will assist the VP in leading a large multi-function department responsible for driving United Way of Greater Chattanooga's (UWGC) collective impact strategies and innovative approaches to systems-level challenges. The role contributes to the Community Investments (CI) team in its strategic thinking and operations with a special focus on efforts that require systems, tools and infrastructure building, the development and management of complex implementation plans, collaboration, innovation, synergy and partnerships. This role will serve as a lead across the UWGC community, setting up relationships with cross sector participants, and be internal subject matter expert and consultant across departments in the pursuit of systems change efforts. Where needed the Director will represent the organization in external and internal meetings assisting in bringing together diverse community, corporate, philanthropies and government partners and aligning them around a common agenda, implementation strategy and shared accountability for UWGC's Impact Agenda in the greater Chattanooga region. This role will be a key people leader in our organization and will take a primary leadership role in operationalizing new and existing programmatic initiatives focused on collective impact and system level change.

KEY RESPONSIBILITY – SYSTEM LEVEL STRATEGY. The Director will help guide and implement our collective impact strategy and plan, driving UWGC's Impact Agenda through innovation and collaboration.

Specific Duties:

- Assist in leading all aspects of the co-creation of our collective impact strategy
- Collaborate with Data team in establishing impact measurements that are developed and utilized in collaboration with our partners
- Assist in developing and implementing operational and tactical plans to implement strategic community partnerships
- Assist staff where needed in implementing strategies that effect the most optimal strategic balance between programs associated with government contracts, private sector funding opportunities, and the patterns of support and priorities of our individual donor base

- Assist in identifying thought leadership opportunities and suggest activities that place UWGC and its leaders as subject matter experts and leading community advocates within Chattanooga and within the United Way Worldwide network

KEY RESPONSIBILITY – PROGRAM DEVELOPMENT, INNOVATION, & MANAGEMENT

Specific Duties:

- Identify the need for key systems or programs and take the lead in operationalizing them (programs, people, databases, etc.) to drive transformational change aligned with UWGC's Impact Agenda
- Specifically, lead all aspects of executing Department of Education-funded ALL CORPS tutoring collaborative program, and other collaborative and partnership-based programs in the future
- Assist in developing, monitoring, and revising annual, quarterly, and monthly work plans
- Serve as main contact for Resource Development Relationship, particularly grant-funding for collaborative projects, working closely with members of the Resource Development and Marketing & Communications teams to articulate the impact of our work and help mobilize funding.
- Lead operationalizing of the United Way Worldwide equity framework within the CI team
- Assist in monitoring all Departmental program budgets by supporting VP in budget preparation, monitoring, and reviewing internal planning.
- Lead contract preparation and execution for relevant programs
- Routinely track and monitor key milestones internally and externally.
- Establish and track ROI for each initiative
- Review network data to assess service gaps and identify organizations that could fill those gaps
- Lead UWGC's Innovation programming, including managing an innovation pipeline with community partners, providing innovation guidance internally, and utilizing the Hub for Social Innovation
- Support implementation of innovations, as appropriate. This will include overseeing and effectively utilizing the Hub for Social Innovation, providing innovation coaching and methodologies to strategic partners, and managing the Innovation Manager
- Design, develop, and implement data collection and reporting system, ensuring a high degree of data quality and integrity
- Manage and advance all relationships with partners and program sites, including frequent travel and visits to program partner sites

- Collaborate with community and corporate partners to connect and align impact initiatives with organizational and community-wide goals

KEY RESPONSIBILITY – PEOPLE LEADERSHIP

Specific Duties: The Director will be expected to inspire the trust and confidence of others on the team, in the Organization, and stakeholder organizations with whom he or she interacts.

Specifically, the Director will be expected to:

- Gain the confidence and trust of others through sound business ethics
- Learn and develop from personal experience and from others
- Embrace the opportunities in change and lead others to a place of clarity and commitment
- Foster a sense of energy, ownership, and personal connection to the work of UWGC, the communities we serve, and our staff
- Lead by example and demonstrate UWGC’s core values (We Before Me; Be the Stretch; Challenge the Process; Impact is our Business; Own It) in all their internal and external relationships
- Demonstrate solid technical ability, analytical thinking, project management in addition to experience with qualitative and quantitative analysis, database and data system design, development and management, and data analysis
- Ability to work under time and performance pressure efficiently and accurately
- Manage, motivate and coach direct reports including Program Managers and Innovation Manager

Skills, Knowledge and Experience:

- Advanced degree in a related field or equivalent experience
- Minimum of 5 years of progressively responsible positions in results-based program management
- Proven experience in administrative work
- Familiarity with grantmaking, innovation, collective impact programs
- Knowledge of Public Finance programs and procedures
- Proven record of forging strategic relationships and network partnerships
- Deep knowledge of collective impact as a model of collaboration and community engagement, from strategy formation to execution
- Exhibit experience using data to measure impact and drive decisions
- Possess grant and program management experience

- Demonstrated experience with complex grants and contracts
- Experience in evaluation and assessment
- Excellent systems thinking skills
- Strong budgeting and analysis skills
- Excellent writing, editing, verbal, and presentation skills
- Strategic thinker, with a passion for putting resources where their impact will generate strong and scalable results
- Tactical planner, with a track record for translating strategic thinking into action plans and results
- Presence and confidence to project credibility to community partners, and strategic stakeholders
- Have a passion for UWGC's mission and vision

Core Competencies for this Role:

- Mission-focus
- Communication
- Collaboration
- Data-drive decision making
- Project Management
- Organizational Skills
- Flexibility and Adaptability
- Initiative
- Problem-solving Skills
- Leadership Skills
- Technology Savvy
- Human-centered Perspective
- Partner-serving, trust centered

Supervisory Responsibility

This position is directly responsible for leading managers of the division and indirectly responsible for all employees within the division.

Position Type/Expected Hours of Work

This is a full-time position, and hours of work and days are Monday through Friday, 8:30 a.m. to 5:30 p.m. Occasional evening and weekend work may be required as job duties demand. UWGC does have flexible work arrangements available.

If you are interested in applying for this position please submit your cover letter and resume to tammymccallie@uwchatt.org by August 26, 2022.