



# PARKES

PHILANTHROPY



Partnerships Lead  
Position Description

## About Us

Parkes Philanthropy equips nonprofits, corporations, and individuals with the ideas, resources, and support they need to positively impact the world. We are proud to partner with a diverse portfolio of nonprofits and businesses committed to advancing social impact, as well as a network of strategic partners who share our vision, including WeHero, Givebutter, WeThrive, Classy, and iWave.

The backbone of Parkes Philanthropy are our talented Consultants, a collective of result-oriented individuals who have each demonstrated the commitment and ability to create change through a lifelong career dedicated to positive social impact. Throughout their respective careers, Parkes Philanthropy Consultants have helped secure more than \$90M in funding.

We offer customized counsel that sparks innovative thinking, delivers adaptive solutions, and challenges the organizational status quo. Our Consultants bring an unparalleled understanding of how to design and execute adaptive development plans and CSR solutions.

Our team shares our core set of values. They operate from a place of integrity; each one has demonstrated the ability and commitment to transforming their communities through a lifelong career dedicated to positive social impact. They have accumulated a wealth of knowledge towards achieving measurable results and are seeking to be partners in creating change.

## Position Summary

We are seeking a freelance **Partnerships Lead** to manage the sales pipeline and close new business opportunities. When you join Parkes Philanthropy as the Partnerships Lead, you will be a part of an empowered, enriched, and encouraged team which celebrates individual and team achievements.

The Partnerships Lead will promote company products and services, leveraging solid arguments to prospective clients. They should be comfortable establishing and developing positive relationships with prospective clients by performing cost-benefit and needs analyses to identify and meet individual and organizational needs.

The Partnerships Lead works on a commission only structure and formulates their own strategic plan towards achieving individually established revenue goals. Sales targets are set in accordance with the Lead's own schedule, time, and commission goals in

collaboration with our CEO. Because this is not a direct employment opportunity, it allows the freedom to be entrepreneurial and work according to your own goals.

## Who You Are

1. You are **results-oriented**. You establish goals and drive towards them with a deep intrinsic motivation towards reaching targets.
2. You are **driven**. You are highly motivated to follow through on commitments and strategic plans.
3. You are **collaborative**. You give and receive both affirming and constructive feedback with a spirit of teamwork, striving for personal and collective excellence.
4. You are **people-oriented**. You enjoy working with others and have a history of building successful relationships with prospective clients.
5. You are **analytical**. You identify solutions, and execute strategic plans.
6. You are **adaptive**. You learn and grow quickly.
7. You are **open minded**. You run towards new ideas and consistently seek out innovative ways of doing things.

## Our Values

- **Integrity:** be consistent and true to our word and commitments
- **Transparency:** be honest and open
- **Collaboration:** work with a spirit of collective success, enthusiastically learning from one another; support one another internally and externally
- **Connection:** strive to connect one another with new individuals, organizations, and ideas to broaden and deepen our overall and individual impact
- **Data-Driven:** make decisions and recommendations based on proven best practices and credible data
- **Outcomes oriented:** set goals for measurable impact and work towards them
- **Humility:** be open minded and receptive to new ideas
- **Innovation:** seek out the newest and best practices; seek tirelessly to improve

## Requirements

1. 3+ years experience in sales and partnership development
2. Demonstrated commitment to the social sector
3. Demonstrable experience pitching and closing partnerships that drive significant revenue through inbound and outbound prospecting strategies
4. Ability to develop strong, long-term relationships with diverse groups of people
5. Self-starter who is motivated by surpassing targets and reaping the rewards, comfortable working independently towards goals

6. Strong communication and writing skills -- you can engage potential partners in a vision to address their challenges and offer multi-tiered solutions
7. Strong attention to detail, organized, and excellent research skills
8. Ability to work on remote teams

### **How to Apply**

Please submit your resume and cover letter expressing your interest and skills via email to Caitlin Kawaguchi at [caitlin@parkesphilanthropy.com](mailto:caitlin@parkesphilanthropy.com) and include "**Partnerships Lead**" in the subject line. Applications are accepted on a rolling basis.