

Job Title: Partnerships Manager

Location: Remote (with occasional travel for events and meetings)

Type: Full-Time

Overview: IncludUs Fund is seeking dynamic and experienced Community Partnerships Managers for three flagship programs: **Perteneceemos**, **El Verde Es Vida**, and **Grita Canta Vota**. Each role focuses on fostering strategic relationships with community, labor, faith, and advocacy groups while driving program goals and supporting collaborative development efforts to amplify the impact of these innovative initiatives.

About the Programs:

- **Perteneceemos:** Empowering Latino immigrants to become U.S. citizens and advocating for pathways to citizenship.
- **El Verde Es Vida:** Promoting environmental justice and empowering all Latinos to lead sustainable and equitable futures.
- **Grita Canta Vota:** Empowering Latinos to vote using music as a tool for civic engagement.

Key Responsibilities:

- **Community Partnership Development:**
 - Identify, establish, and maintain strategic relationships with community organizations, labor unions, faith-based groups, and advocacy networks.
 - Build coalitions to drive programmatic goals and amplify collective impact.
- **Program Strategy and Advocacy:**
 - Collaborate with program directors to align partnerships with strategic objectives and metrics.
 - Develop and implement creative initiatives that engage diverse groups and support advocacy efforts.
- **Collaborative Development:**
 - Facilitate partnerships where organizations contribute to program goals, events, and co-fundraising efforts.
 - Work with partners to design joint initiatives, such as shared events or resource pooling, to maximize program reach and effectiveness.
 - Collaborate with the development team on reporting and showcasing partnership-driven successes for fundraising purposes.
- **Relationship Management:**
 - Act as the primary point of contact for partners, ensuring alignment, collaboration, and regular communication.
 - Manage partner expectations and deliverables, fostering strong, mutually beneficial relationships.
- **Event Coordination:**

- Plan and coordinate partnership activations at events such as community festivals, environmental workshops, and voter engagement campaigns.
- Represent IncludUs Fund and the respective programs at conferences, panels, and other public forums.
- **Marketing and Outreach:**
 - Work with the marketing team to promote partnerships through social media, press releases, and program materials.
 - Support the creation of case studies and reports to showcase partnership and collaborative development successes.

Qualifications:

- Bachelor's degree in Business, Marketing, Nonprofit Management, or related field.
- Minimum 5 years of experience in community engagement, partnership development, or related roles.
- Proven track record of building and sustaining partnerships with community, labor, faith, and advocacy groups.
- Excellent communication, negotiation, and relationship management skills.
- Passion for social impact and familiarity with the issues addressed by *Pertenecemos*, *El Verde Es Vida*, and *Grita Canta Vota*.
- Bilingual (English/Spanish) preferred.

Why Join Us?

- Be a part of a mission-driven organization creating systemic change and equity.
- Opportunity to work on impactful programs that empower underserved communities.
- Competitive salary and benefits package.
- Collaborative and inclusive work environment.

How to Apply: Submit your resume, cover letter, and a list of three references to info@includusfund.org. In your cover letter, specify which program you are applying to manage (**Pertenecemos**, **El Verde Es Vida**, or **Grita Canta Vota**) and why it aligns with your expertise and passion.

Application Deadline: Open until filled.
