

Manager, Business & Community Partnerships

Position to be filled as soon as possible

Salary range: 50,000 – 55,000 with bonus opportunities

Interested candidates: please email jbabendure@aztechcouncil.org cover letter along with full resume.

The Arizona Technology Council Foundation is seeking a full-time Manager for Business & Community Partnerships to nurture the growing need to bridge community and business relationships with the Arizona Technology Council Foundation programs including the [Chief Science Officers](#), the [Arizona SciTech Festival](#) and [Science For All Arizona](#). Key responsibilities will be to grow and retain business and community partnerships that result in impactful engagement with AZTCF programs such as strategic collaborations, volunteers and sponsorships. A successful candidate will be a self-starter, outgoing, team player, problem solver and passion to foster meaningful business and community relationships.

Business & Community Partnerships (40%)

- Grow and retain the business and community collaborators connected with the Chief Science Officers and Arizona SciTech Festival programs;
- Open doors with elected officials, community and business leaders;
- Foster community engagement opportunities for CSOs at conferences, workshops, company tours, networking events, advisory boards and etc.;
- Grow and retain a network of community mentors (SciTech Jedi) for the CSO program.

Sponsorship growth & retention (40%)

- Steward relationships with existing Arizona SciTech Festival and Chief Science Officers existing sponsors;
- Grow the number of organizations that sponsor the Arizona SciTech and Chief Science Officers programs;
- Grow the number of individuals and organizations that contribute to the CSO program through the Science for All program.

Other (20%)

- Attend business and community meetings, conferences and networking events to represent Foundation programs and opportunities with community stakeholders;
- Advise on AZTCF branding and positing in the community;
- Write blog posts and post social media about community and business partners engagement with Foundation;
- Attend regular staff meetings, key events and other activities;
- Monitor and report performance metrics;
- Document the overall process of SciTech Jedi recruitment, training and retention for replication nationally.

Special qualifications:

- Demonstrated ability to problem solve and think on one's feet (required);
- Ability to multitask, work efficiently, independently and project proper time to complete assigned tasks (required);
- Demonstrated knowledge of strategic planning principles and practices (required);
- Ability to grow and retain partnerships with diverse organizations in business, community, government and education (required);
- Strong communication skills in networking, public speaking, making presentations and writing (required);
- Established network of Arizona businesses, community and government organizations (required);
- Ability to manage staff and volunteers, 3+ years of supervisory experience (required);
- Demonstrated knowledge of budget management (preferred).

Experience:

- Building relationships with business and community collaborators (required);
- Building teams and relationship development (required);
- Working with corporate/community volunteer programs (required);
- Raising investments from businesses, community organizations and individuals (preferred);
- Working with schools, educators and administrators (preferred).

Success Criteria

- Increase the number of business and community partners engaged in AZTCF programs by 30-50% annually;
- After one year, increase the number of community mentors by 100 annually;
- Grow the number of community mentors engaged with PUHSD CSOs school to at least 2 per participating school;
- Increase the number of individuals contributing to Science for All to 100 annually.

Education: Bachelor's degree (preferred)

Core competencies: communication, team building skills, partnership development, logistical systems and protocols.

Work conditions:

- Attend regular staff meetings at MAC6 in Tempe;
- Office space available at MAC6 or the Arizona Technology Council Foundation in Downtown Phoenix with telecommuting option;
- Ability to attend community meetings and events which may occur during regular business hours, evenings and weekends;
- Mileage to businesses, community organizations, schools and special events will be reimbursed.

KEY PROGRAM BACKGROUND

Chief Science Officers – the [Chief Science Officers](#) program is the first of its kind where a 6th to 12th grade student is ELECTED by his/her peers to be their school's liaison for STEM and innovation. The CSO becomes part of a cadre of student leaders who experience special leadership training, impact STEM opportunities at their school and local community, and work as a collective cabinet to give input and ideas to adult STEM leaders in the state or region. The CSO program aims to elevate the popularity of STEM and empowers students to bring opportunities to campus and ensure they (the students) are a respected voice for STEM within their communities. Moreover, CSOs are linked with "SciTech Jedi," community and industry mentors, who bring expertise, perspective, support and guidance.

Arizona SciTech Festival - the [Arizona SciTech Festival](#) has grown into one of the state's largest collaborative around STEM. To this end we have over 800 collaborating organizations around business, education, government and community collaborating to put forth STEM based celebrations in their communities. There are now over 1500 events in more than 50 Arizona cities and towns. What has made the effort so unique is the festival's ability to serve as common ground for communities to come together around STEM and innovation. As a result, it now serves many regions through community, education and economic development efforts. To this end, we are now anchored at the Arizona Commerce Authority with Arizona Board of Regions, ASU, UA, Arizona Science Center and the Arizona Technology Council Foundation as Foundational Partners.

Science for All Arizona - Per the Arizona Department of Education, there are over 1300 Arizona schools where the majority of students are living in poverty. The vision of [Science For All](#) is to provide these students with workplace employability and technical skills necessary for securing jobs in the STEM fields. The creation of this pool of high-tech talent will help attract employers to Arizona and improve Arizona's standing as a STEM hub. Science for All utilizes the innovative Chief Science Officer (CSO) program as the vehicle to help youth develop employability and technical skills through STEM events, job training programs, mentor-ships, internships and other CSO program activities. We currently serve 99 Arizona schools with low-income student populations. There are over 1300 such schools in Arizona, representing a large unmet need.

Comments:

Benefits package that includes medical, dental, vision, and 401(k).

Interested Candidates should forward a resume and cover letter to jbabendure@aztechcouncil.org with Business & Community Partnerships Manager in the subject line. No phone calls please.