

## **Strategic Partnerships Director**

Location: Washington, DC / Hybrid

Reports to: President & CEO

Works with: AABE staff as well as the Resources & Development Committee of the Board

Status: Full-time, Exempt

### **About AABE**

The American Association of Blacks in Energy (AABE) is a national association of energy professionals founded and dedicated to ensuring the input of African Americans and other underrepresented communities into the discussions and developments of energy policies, regulations, and environmental issues. AABE fosters professional development, leadership, policy dialogue, and community engagement to create a more equitable energy future.

### **Position Summary**

AABE seeks a dynamic, results-oriented Strategic Partnerships Director to lead efforts to increase and broaden AABE's financial base through multi-year corporate sponsorships, partnerships, and comprehensive funding programs. The Director will own the full lifecycle of corporate partnerships—from strategy and cultivation through closing, execution, compliance, and renewal—ensuring all partner commitments are fulfilled in alignment with Memoranda of Understanding (MOUs) and AABE's mission and brand.

The Director will report directly to the President & CEO and collaborate closely with the Resources & Development Committee of the Board.

### **Key Responsibilities**

#### **Strategic Revenue Leadership**

- Develop and execute a multi-year corporate partnership growth strategy.
- Design and lead comprehensive funding programs, including targeted campaigns.
- Set annual and quarterly revenue targets; define metrics; manage dashboards and reporting.

#### **Corporate Partnerships & Business Development**

- Build and manage a robust pipeline of Fortune 1000 and energy-sector partners.
- Lead partner cultivation, proposal development, negotiation, and closing.
- Architect tiered partnership packages and customized offerings.

#### **MOU Compliance & Partnership Delivery**

- Serve as internal lead for partnership MOUs.
- Translate MOU obligations into organization-wide action plans.

- Develop standardized templates and benefit tracking tools.
- Ensure timely, accurate, and compliant delivery of all commitments.

### **Program Implementation**

- Finalize corporate partnership infrastructure, case for support, and supporting collateral.
- Recruit and support volunteer and stakeholder leadership.
- Conduct prospect research and lead engagement and solicitation strategies.

### **Stakeholder & Board Engagement**

- Staff the Resources & Development Committee.
- Provide regular briefings to the CEO and Board.
- Represent AABE at partner events and industry convenings.

### **Data, Analytics & Operations**

- Maintain accurate CRM records and reporting tools.
- Create dashboards and scorecards supporting revenue forecasting.
- Partner with Finance on invoicing, budgeting, and revenue recognition.

## **Qualifications**

### **Required**

- 7–10+ years in corporate partnerships, major gifts, or institutional fundraising.
- Experience developing and executing corporate partnership programs.
- Demonstrated experience managing MOUs.
- Strong financial, analytical, and negotiation skills.
- Proficiency with CRM systems and Microsoft 365.

### **Preferred**

- Knowledge of the energy sector and its corporate, regulatory, and stakeholder landscape.
- Experience within membership associations and large-scale, sponsor-driven events.
- Familiarity with sponsorship compliance and fulfillment across complex partnership portfolios.
- Experience with comprehensive and/or capital campaigns.
- Demonstrated success closing large-scale gifts or partnerships of \$5M+.
- Experience integrating institutional funding—including philanthropic and foundation partnerships—into broader corporate partnership and revenue strategies.

### **Compensation**

The salary range for this position is \$140,000 to \$155,000, commensurate with experience. AABE also offers a comprehensive benefits package including health insurance and paid time off.

### **Equal Opportunity Statement**

AABE is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

### **To Apply**

Please submit a cover letter and a resume, outlining relevant experience to [careers@aabe.org](mailto:careers@aabe.org) with the subject line 'Strategic Partnerships Director - [Your Name]'. Applications will be reviewed on a rolling basis.