



DIRECTOR OF INVESTOR RELATIONS AND STRATEGIC PARTNERSHIPS

Greater Seattle Partners (GSP)—the economic development organization for the Puget Sound region—is pleased to offer a newly created opportunity for an experienced fundraising professional interested in leading GSP’s investor relations and strategic partnerships.

The Director of Investor Relations and Strategic Partnerships is responsible for activating and sustaining GSP’s dynamic and growing community of investors and will champion the organization’s mission to support regional economic prosperity for all.

In addition to cultivating GSP’s community of existing investors, the Director of Investor Relations and Strategic Partnerships is expected to generate new mission-sustaining revenues for GSP through cultivation of new sponsorships, events, and other aligned activities.

In this role, the Director of Investor Relations and Strategic Partnerships works closely with the entire GSP team to develop strategy, set goals, meet targets for revenue, and ensure exceptional experiences for our investors.

This position reports directly to GSP’s President & CEO.

DUTIES & RESPONSIBILITIES

The Director of Investor Relations and Strategic Partnerships promotes and represents GSP to current and potential investors and partners, including but not limited to corporate, nonprofit, and governmental organizations, with the goal of sustaining existing relationships, growing new external relationships, securing revenue, and ensuring continued engagement that supports our inclusive economic development mission.

- Maintain active relationships with all GSP investors, provide information team-wide for alignment to satisfy investors’ objectives with the organization.
- Develop strategy for growing a pipeline of potential partners, establishing timelines for engagement.
- Leverage GSP’s existing business attraction, global engagement, and regional marketing programs to support investor and sponsor engagement.
- Create unique benefits and opportunities for GSP’s principal investors and sponsors, ensuring they continue to gain value from their relationship with GSP.
- Ensure exceptional experiences for partners throughout their GSP relationship, including the delivery of unique benefits and recognition.
- Oversee the development and distribution of partnership-related materials, including website content, publications and other communications that promote GSP partnerships.
- Secure sponsor funding commitments. Foster strong relationships with key individuals; pursue multi-year funding agreements; report on impact and outcomes.

PREFERRED SKILLS

- Fundraising: Experience in fundraising principles and strategies in a non-profit setting. Demonstrated fundraising experience in relationship to economic development practices is strongly preferred.
- Partnership management: Experience developing and managing partnerships and engagement programs with corporate and government partners.
- Equity: Share the organization's commitment to advancing equity and inclusive economic development. Demonstrated commitment to diversity and experience working with individuals from different cultural, ethnic, and geographic backgrounds.
- Collaborative & Team-Oriented: Forward-thinking, collaborative, and flexible, with ability and willingness to support, lead, and implement programs as part of a lean, high-functioning, supportive, and entrepreneurial team. Able to initiate and support cross-collaboration among divisions within GSP to support programs and projects. Work effectively with GSP staff and regional partners to meet client needs and the region's goals.
- Communications: Excellent written, verbal, and electronic / digital communication skills used in situations requiring political acumen, conflict management, and an awareness of cultural differences; demonstrated experience and ability to communicate effectively, including empathetic listening, presentations, and public speaking. Able to succinctly articulate GSP's messaging and services to clients and regional partners to support their goals. Comfortable delivering public presentations to large groups.
- Project & Contract Management: Capable of effectively managing multiple contracts, projects and teams to deliver results. Demonstrated organizational skills sufficient to prioritize, form strategic plans, and execute programs from inception to operation.
- Adaptability: Able to meet changing client and partner needs as well as a continuing evolving economic and business environment.
- Innovative: Able to instill a learning environment within the organization and its programs and projects. Approach projects through a lens of innovation and continuous improvement and establish assessment tools to measure project outcomes.

BENEFITS

Greater Seattle Partners (GSP) provides a comprehensive and competitive benefits package including but not restricted to:

- Medical/dental/vision coverage
- Vacation/sick/float leave
- Life insurance
- Accidental death & dismemberment insurance
- Long-term disability insurance
- Transit subsidies
- Flexible Spending Account
- Employer-matched 401(k) Contribution
- Tuition reimbursement
- Paid parental leave
- Wellspring EAP membership
- Personal accident insurance
- Generous holiday schedule & paid days off

APPLICATION INFORMATION

Committed to attracting and retaining a diverse staff, GSP will honor your experiences, perspectives, and unique identity. Our organization strives to create and maintain working and learning environments that are inclusive, equitable, and welcoming.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, national origin, age, protected veteran or disabled status, or genetic information.

Qualified candidates should respond by sending a cover letter and resume via email to info@greater-seattle.com. Application materials are being reviewed as received and position will remain open until filled.

ABOUT GREATER SEATTLE PARTNERS

Greater Seattle Partners (GSP) is a 501(c)(3) tax exempt organization and serves as the regional economic and trade development organization for the Puget Sound region in Washington State serving Snohomish, King, and Pierce counties. Working in partnership with the private sector, cities, counties, ports, and economic development organizations, GSP will strengthen and unify the region's economic development efforts by:

- Building global identity to attraction new investment and advance trade.
- Growing our talent to strengthen regional competitiveness.
- Elevating regional economic development to achieve inclusive economic growth.
- Providing a new level of sophisticated research and data analysis

Founding leadership from the private and public sectors includes some of the world's most recognized companies, as well as county executives, mayors, and port commissioners from the Greater Seattle region.