

About Colorado Succeeds

We are a 501c3 nonprofit, nonpartisan organization that brings together Colorado's business leaders to make sure the education system works better and smarter for all the people of Colorado. Together, we are leading the way in the agile education movement, ensuring that today's students develop real world skills, have access to growth and development opportunities, and learn how to learn. Our work ensures the classrooms of today meet the workforce demands of tomorrow.

Colorado Succeeds believes education systems should respond to the diverse needs of learners as well as the dynamic skills changes occurring in the world around us. By focusing on outcomes and not inputs, we can equip students with the skills they will need to solve problems that have yet to be identified.

Colorado Succeeds' members are business and community leaders who have united to change outcomes for kids, bring relevance to schools, and shape the future of Colorado's workforce. Our members have committed their networks and resources to help deliver on this mission through our strategic priorities: policy, practice, and philanthropy.

Role & Responsibilities

Colorado Succeeds seeks an entrepreneurial self-starter with the skills, assertiveness, and aptitude to advance and increase the organizations corporate membership base and reach. The Director of Membership will be responsible for prospecting, cultivating, and soliciting new corporate partners to join the Colorado Succeeds business coalition, which currently includes business leaders representing companies of diverse sizes, sectors, and regions across the state.

The Director of Membership will serve as a key member of the team, reporting to the Vice President of Strategic Partnerships, and working collaboratively with the current membership and staff to cultivate relationships with business leaders and engage them in Colorado Succeeds initiatives.

The roles and responsibilities for this position include:

Membership Development

- Support and implement an organizational strategy to meaningfully grow the size and diversity of the Colorado Succeeds business membership
- Identify, research, cultivate and solicit new members and corporate partners
- Work with prospects to gain a clear understanding of their needs and develop partnership packages to win their support and acquire new revenue
- Work with members of the board and staff to create new opportunities for increasing financial support as well as brand visibility among prospective members
- Provide feedback and advise the team on potential marketing opportunities to expand the Colorado Succeeds brand and presence

Business Partnerships

- Engage in strategic partnerships with other business organizations to expand Colorado Succeeds' brand awareness, influence, and financial backing
- Maintain accurate and updated records of all contacts and revenue projection pipelines

Administration

- Monitor key performance indicators – including targets and timelines – for growing the size, diversity, and engagement of Colorado Succeeds' membership
- Regularly report out KPI performance to goals to organizational leadership
- Prepare and submit corporate grant proposals and formal written solicitations

Required Qualifications:

- At least 7 years of relevant work experience, preferably in business development or sales
- Experience in Colorado and familiarity with Colorado's business community
- Analytical and entrepreneurial skills, strategic thinking, and excellent interpersonal skills
- Familiarity and comfort with Salesforce
- Outcomes-focused and eager to engage business leadership in education and advocacy opportunities
- Commitment to and passion for Colorado Succeeds' mission and goals for improving the public education ecosystem
- Diplomatic, team-player with a demonstrated experience in building relationships
- Superb communication skills, including the ability to engage with the professional community and tailor communications to diverse personalities
- Strong networker able to build relationships, anticipate member needs, facilitate member connections, and engage membership in programs and priorities
- Strong writing and presentation skills, with the ability to concisely convey a message
- Flexibility and willingness to attend and engage in networking events outside normal business hours
- Enjoy working hard and looking for challenges; able to act and react as necessary, even when limited information is available; not afraid to take charge of a situation
- Self-starter who stays well informed on issues/trends in education
- Brings a can-do attitude and what-ever-it-takes willingness to achieve goals and support colleagues
- The ability to critically assess challenges and identify effective solutions

Compensation:

Full-time position. Salary is commensurate with experience and performance. Competitive benefits package available.

To Apply:

Please send a resume and cover letter to Ashley Andersen: aandersen@coloradosucceeds.org and indicate the position title in the subject line of the email. Please indicate a desired salary range in your cover letter. Applicants that do not provide desired salary range in cover letter will not be considered. The position will be filled as soon as a qualified candidate is identified. No phone calls, please.

Colorado Succeeds is an equal opportunity employer, and in all its governance, operations, and services, strictly prohibits discrimination on the basis of race, color, gender, religion, national origin, age, disability, sexual orientation, gender identity and/or expression, or any other legally protected classes and characteristics. Colorado Succeeds commits to the principles of equal opportunity and places the utmost value on diversity.