



POSITION ANNOUNCEMENT

Date of Notice: May 1, 2025

Name of Position: Director, Strategic Partnerships

Respond to: TEMPO

275 W Wisconsin, Suite 260

Milwaukee, WI 53203

Closing Date: When filled

Status: Full-time/Exempt

Apply online

Job Purpose and Reporting Structure

TEMPO is seeking a transformational leader to support TEMPO programs and strategic initiatives and bring them to new levels of impact and outcomes. Under the direction of TEMPO's President & CEO, the Director, Strategic Partnerships will manage relationships with key partners and identify opportunities for collaboration and growth. An ideal candidate will have strong business development and program management expertise. This candidate will work to develop key corporate partner relationships in the Milwaukee community and beyond. The Director, Strategic Partnerships will support TEMPO's important expanded impact initiatives including, but not limited to, the TEMPO Foundation, Women's Affinity Alliance, the women-owned businesses & entrepreneur community within TEMPO and develop relationships with community partners.

Essential Duties:

- Serve in a business development & relationship management capacity to generate sponsorships and partnerships to grow the organization and the TEMPO Foundation.
- Support strategic partnerships for TEMPO which align with its mission and vision and supports its future growth.
- Manage and lead current collaborations with similarly mission-focused organizations.
- In alignment with President & CEO, support TEMPO's Women's Affinity Alliance and the women-owned businesses & entrepreneur community with TEMPO and other/new potential revenue streams for the organization through strategic initiatives.
- Work closely with President & CEO on relationship cultivation and strategic revenue strategy.
- Serve as a TEMPO brand ambassador as a highly effective storyteller and relationship builder to inspire potential partners to support organization through collaboration, investment, in-kind donations and expertise.
- Ability to leverage social networks and create relationships with a goal of creating new partnerships and additional revenue streams to continue to grow TEMPO and EWL.

Requirements/Qualifications:

- Bachelor's Degree preferred – preferably in business, marketing, communications, or related area.
- Nonprofit and fund development experience a plus.
- 3-5 years management experience.

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- A driven, go-getter personality who would represent the organization well to maintain and cultivate relationships with key stakeholders and community partners.
- A creative, out-of-the-box thinker with a passion for strategic and big picture thinking.
- Skilled leader and manager, able to negotiate personalities and coach people toward goals.
- Able to develop and drive ideas from conception to goal.
- Team-oriented, capable of working with a wide range of people to achieve team goals.
- Excellent written, communication, including presentation and negotiation skills are required.
- Strong organizational and time management skills, ability to execute the results and prioritize.

Salary Range:

\$70,000 - \$75,000 annually based on experience and qualifications.

To Apply:

Visit: <https://tm.memberclicks.net/joinourteam>

An Equal Opportunity Employer – TEMPO is committed to a diversified workforce. Persons of color, women, the disabled, and those with diverse cultural backgrounds are strongly encouraged to apply.