

Vice President of Strategic Partnerships

STATUS: EXEMPT

Who We Are

Education Commission of the States (ECS) partners with education policy leaders nationwide to address issues by sharing resources and expertise. The mission of ECS is to advocate for attaining educational excellence for all and to help state leaders identify, develop and implement public policy for education that addresses current and future needs of a learning society. We are proud to serve both the people who develop and implement education policy and the students who directly benefit from effective policy change. Every day, we provide education leaders with unbiased information and opportunities for collaboration because informed policymakers create better education policy.

We are an equal opportunity employer offering competitive salaries and an outstanding benefits package. Education Commission of the States provides an exciting intellectual environment, a collegial workplace, flexible hours and an organizational structure that encourages teamwork.

The Opportunity

ECS is looking for a Vice President of Strategic Partnerships. As part of our Executive Leadership Team, this role is responsible for developing partnerships and relationships that support our strategy, impact, fundraising capacity. This position is remote and requires travel, but must be located in the greater Washington DC area to attend in-person meetings regularly.

Essential Duties and Responsibilities

Government Relations & Partnerships: Plan and manage the implementation of strategies that sustain and increase financial support from corporate sponsorships, philanthropic foundations, state membership and government grants. Build relationships with federal agencies and entities to amplify state policymaker perspectives and successes to advise and align national interests to support states. Serve as liaison between ECS and strategic partners to establish clear and measurable collaboration that advances states' policy priorities. Represent ECS in speaking engagements amplifying the value of ECS' ability to advance education policy to a variety of audiences.

Policy Capacity Building: Engage state policymakers and education professionals in support of advancing ECS' mission and shared priorities through direct engagement with policymakers/policy administrators. Ensure cross-functional alignment across policy and state relations teams to respond, create and disseminate resources which strengthen policymakers' abilities to advance policy development and implementation efforts that enhance education for all. Create conditions for alignment of state policymakers and local education leaders within

states to develop strategies practices to produce and track positive outcomes through public policy. Facilitate alignment within and across states to identify, share and scale policies and practices that have produced evidence of improving educational opportunities and/or outcomes.

Internal Leadership Responsibilities: Lead short- and long-term strategic and programmatic planning of the organization's strategic resourcing to identify, map and support emerging promising state policies and practices that could have a large-scale impact on education. Develop and mentor a high performing and motivated team creating an environment that fosters collaboration, innovation, empowerment, and results. Conduct quarterly employee reviews providing feedback to maintain or increase efficiency and effectiveness and recommend appropriate merit increases annually. Perform other ECS duties as required.

Required Skills and Qualifications

- Integrity: Is honest and consistent in dealings with others and has a reputation for doing so.
- Minimum of 10 years of public policy experience including working directly with state policymakers, and in a leadership role supporting employee teams.
- Demonstrated record of developing strategic partnerships on specific initiatives and raising funds for business development.
- We do not require candidates to demonstrate a specific degree or level of academic certification. Research demonstrates that education requirements can be a deterrent for qualified candidates to apply and can perpetuate gender and racial disparities. Instead, we encourage all candidates with the professional experiences and skills outlined in this position specification to apply.
- Proficient in use of digital software and technology, including databases, Microsoft Word, Excel and PowerPoint.

Compensation and Benefits

Education Commission of the States offers competitive compensation and benefits, including health, dental, life, long term disability, vision insurance, a flexible spending account and working conditions, a health reimbursement account and a yearly contribution to your 403b retirement plan. The salary range for this position is \$170,000-\$200,000.

Applying for the Position

Please send a resume and cover letter e-mail to Nicole Goff, ngoff@ecs.org. Please include "VP of Strategic Partnerships" in the subject line.

All applications must be received by eastern standard time close of business Friday, August 30th.

Education Commission of the States is an equal opportunity employer that believes in developing and supporting a diverse work force.