



Job Title: Director of Corporate Partnership Development

Location: Hybrid or Remote. While a hybrid position is preferred; remote options remain an option for this individual. A hybrid position includes 2-3 office days in Fort Collins, CO weekly. As the Engine covers two states, travel throughout Colorado and Wyoming is expected, with primary travel along the Colorado/Wyoming Front Range.

Organization Overview: The Colorado-Wyoming Climate Resilience Engine (CO-WY Engine) is a transformative initiative aimed at pioneering advancements in climate resilience technologies and applications. Through the support of the National Science Foundation's Regional Innovation Engines program, the CO-WY Engine seeks to catalyze innovation, foster economic growth, and enhance community well-being by developing and commercializing solutions for climate challenges.

Position Summary: The Director of Corporate Partnership Development is a strategic and visionary leader responsible for cultivating and managing corporate partnerships that support the CO-WY Engine's mission. This role involves identifying, developing, and sustaining relationships with corporations across various sectors, including technology, energy, environmental services, and beyond, to secure funding, resources, and collaboration opportunities for climate resilience projects.

Key Responsibilities:

- **Strategic Partnership Development:** Identify potential corporate partners with aligned interests in climate resilience and sustainability. Develop and execute strategies for engaging these partners, negotiating partnerships, and securing commitments.
- **Relationship Management:** Serve as a liaison between the CO-WY Engine and corporate partners. Ensure partnerships are productive, mutually beneficial, and aligned with the Engine's strategic objectives.
- **Collaboration Facilitation:** Work closely with CO-WY Engine leadership, research teams, and startups to identify opportunities for collaboration with corporate partners. Facilitate the development of joint projects, co-innovation initiatives, and technology commercialization efforts.
- **Funding and Resource Mobilization:** Secure financial support, in-kind contributions, and other resources from corporate partners to support the Engine's projects and operations. Develop compelling proposals, presentations, and reports to articulate the value proposition of partnering with the CO-WY Engine.
- **Market Intelligence and Trends:** Keep abreast of industry trends, corporate sustainability goals, and climate resilience technologies to inform partnership strategies and opportunities.
- **Program Management:** Oversee the development and implementation of corporate partnership programs, including tracking progress, evaluating impact, and reporting outcomes to internal and external stakeholders.
- **DEIA Commitment:** Ensure diversity, equity, inclusion, and accessibility principles are integrated into partnership development and management processes. Engage with a wide range of corporations to reflect the diversity of communities and industries impacted by climate challenges.

Qualifications:

- Bachelor's degree in business, environmental science, sustainability, or a related field. Master's degree preferred.
- Minimum of 5 years of experience in partnership development, corporate relations, or business development, preferably in the climate technology, sustainability, or environmental sectors.
- Demonstrated success in developing and managing strategic partnerships and collaborations with corporate entities.
- Strong understanding of climate resilience technologies, sustainability practices, and corporate social responsibility trends.
- Exceptional communication, negotiation, and interpersonal skills, with the ability to engage and influence corporate leaders and stakeholders.
- Strategic thinker with a proven track record of driving initiatives from concept to implementation.
- Leadership and team management experience, with the ability to work collaboratively across diverse teams and disciplines.
- Commitment to DEIA principles and experience working in diverse and inclusive environments.

Application Process:

- Submit a resume and cover letter to engage@co-wyengine.org
- ***Please use this subject line:*** “Application: Director of Corporate Partnership Development”

Application Deadline:

Full consideration date: Monday, April 8th by 8:00pm Mountain Time.

After this date, the position is open until filled.

Compensation and Benefits:

Salary commensurate with experience, including a comprehensive and competitive benefits package.

The CO-WY Climate Resilience Engine is an equal opportunity employer committed to diversity and inclusion in the workplace. We encourage candidates of all backgrounds to apply.

- Salary range: \$85,000 - \$125,000
- 401K plan with employer matching options
- Insurance options (medical, dental, vision, life)
- Flexible Spending Accounts (FSAs) options
- Short-term and long-term disability coverage