Manager, Member Engagement and Development
New York, NY

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About the Organization

The Global Business Coalition for Education (GBC-Education) is a movement of businesses committed to ending the global education crisis. Established by Theirworld in 2012, its mission is to ensure that every child has the best start in life, a safe place to learn, and skills for the future.

The Global Business Coalition for Education leverages the collective power of business, government, international organizations, NGOs, youth and other stakeholders to deliver free, equitable and inclusive quality education for all.

With a network of more than 150 influential private sector companies committed to best practice in supporting education and Sustainable Development Goal 4 (SDG 4), GBC-Education has become one of the world’s most effective forums for connecting businesses that aim to make an impact on the lives of young people through education.

The Global Business Coalition for Education is registered as a 501-(c)-3 in the United States.

Position Summary

The Global Business Coalition for Education is seeking a Manager, Member Engagement and Development to expand and deepen our relationships with corporate partners. This position would focus on business development, outreach and engagement with current member companies and new corporate partners.

About half of the Manager’s time will be dedicated to cultivating new corporate participants for our multi-year “Business Investment for Education Impact Initiative.” The initiative aims to build a stronger, more informed and impactful network of businesses with the potential to transform education outcomes through more strategic and coordinated investment. Participating companies will engage in the design, development, testing and execution of the project. The successful candidate will assist in maximizing the diversity, breadth, depth and scope of corporate partners and collaborators.

The other half of the Manager’s time will be focused on maintaining strong and consistent relationships with our corporate members through onboarding surveys and bearing principal responsibility for managing member engagement to help develop more successful strategies aimed at making a greater impact in education. This will entail working in coordination with other team members to develop engagement plans, including B-to-B partnership building, and engagement in communities of practice; consultation sessions; opportunities to share progress publicly; project sponsorship; employee engagement and other opportunities. The Manager may
also be asked to assist in identifying and conducting outreach to potential new corporate partners. This individual will also support all reporting to donors and corporate partners.

While the work of GBC-Education aims to improve the business community’s impact in bolstering public education aligned with SDG 4, the development dimension of the scope of work will be broader than just with corporate partners and will also include building relationships with foundations and other philanthropic entities.

The Manager will ensure we can demonstrate the value and impact of education investment in a way that is compelling, inspires confidence and deepen engagement from current and attracts new partners.

Requirements
The successful candidate will have direct experience working in corporate philanthropy; corporate social responsibility; social impact; environmental, social and corporate governance; or a related field. Experience with international development, particularly education, is a plus.

The successful candidate will be a self-starter able to quickly understand the ambitions of the organization, our business model and the team. The candidate will have a diverse network of relationships in the foundation, Donor-Advised Fund and philanthropic work and take ownership of the role to help the organization achieve and expand our goals and ambitions.

The successful candidate will be a collaborator with the ability to work across diverse groups of people from various backgrounds, cultures and experiences and have the flexibility to work across multiple time zones with staff, regional partners, local networks, members and partners to grow our network.

The candidate will be able to:

- Meet current members and prospective donors and supporters on a continual basis to establish productive communications and engagements.
- Communicate effectively, share information about the organization with current and potential partners and assist in preparing for conversations and pitches to corporate audiences, especially CSR, sustainability, social impact and philanthropic departments.
- Ensure GBC-Education maintains productive engagements with our companies through the membership programs and benefits.
- Track engagement and identify pathways and opportunities for companies and other partners.
- Grow a portfolio of supporting foundations, including identification, cultivation and solicitation of major donors.
- Support fundraising database and tracking systems.
- Assist with creation of publications to support fundraising activities.
- Support preparations for board meetings.
- Perform other related duties as requested.
- Write effectively and succinctly, with attention to detail, grammar and copy editing.
- Have strong interpersonal skills.
- Demonstrate professional conduct at all times.
At the Global Business Coalition for Education, we value all types of learning – both formal and through professional experience. An advanced degree in Business Administration, philanthropy, international development or a related field is preferred, but not required. The ideal candidate will have 5+ years of experience in corporate outreach, engagement, fundraising or a related field.

Other

**Equipment to be Used:** Personal computer and other office equipment such as telephone, calculator, fax machine, copier, scanner, etc.

**Typical Physical Demands:** Manual dexterity sufficient to operate standard office equipment.

**Typical Mental Demands:** Able to deal with stress associated with fast-paced work environment. Multiple priorities/tasks. Make judgment decisions and adapt to changing work situations. Grasp and apply new ideas. Communicate with various personalities at all levels.

**Working Conditions:** Works in a typical office setting. Occasionally called upon to work hours in excess of your normal daily schedule.

Interested candidates should submit resume and salary requirement to: info@gbc-education.org by July 31st, 2021.

Please include your last name and the position title in the subject line.

The Global Business Coalition for Education offers a challenging work environment, business casual dress code and a total compensation package that includes a competitive salary, medical, dental and transit benefits, and a 401 (k) plan.

The Global Business Coalition for Education is an Equal Opportunity Employer. The organization’s success depends heavily on the effective utilization of qualified people, regardless of their race, ancestry, religion, color, sex, age, national origin, sexual orientation, gender identity and/or expression, disability, veteran’s status, or any characteristic protected by law. We adhere to and promote equal employment opportunity for all.

The Global Business Coalition for Education provides reasonable accommodations for persons with disabilities, including in the application and interview process.

Qualified candidates only. No search firms.