



# Position Announcement

## RALIANANCE Director

We are seeking an innovative, creative, analytical, and strategic thinker, who is passionate about our mission of ending sexual violence in one generation and can navigate the intersections of corporate culture and needs with the expertise of a complex nonprofit collaborative. The ideal candidate enjoys solving complex problems, works effectively with cross-functional teams, can work independently with minimal supervision or direction, and thrives in a fast paced setting that is constantly evolving.

### About The Role

The RALIANANCE Director will be responsible for conceptualizing and implementing business strategy, including initiating and supporting the negotiation and execution of business development transactions for corporate enterprises. The Director will develop processes and procedures for RALIANANCE activities, facilitate communication among RALIANANCE staff; develop a pool of consultants to expand capacity; and serve as the primary liaison with corporate and other clients.

### About RALIANANCE

RALIANANCE is a collaboration among three leading national organizations committed to ending sexual violence in one generation. We make prevention possible helping leaders across a wide range of organizations and institutions establish environments that are free from sexual harassment, misconduct and abuse, and by advancing research, influencing policy and supporting innovative programs. Visit us at [www.RALIANANCE.org](http://www.RALIANANCE.org) for more information. The position will be hired by the Pennsylvania Coalition Against Rape/National Sexual Violence Resource Center, who serves as the fiscal sponsor for RALIANANCE. The position is based in Washington DC.

### Values Statement

PCAR and RALIANANCE understand sexual violence as a social justice issue and works to prevent and respond to sexual violence within this framework. We are committed to nurturing a workplace that is affirming, inclusive, and respectful of all people and the ways in which they identify across race, class, ability, gender, sexual orientation, age, and other characteristics.

## What You'll Do

### Develop Business Plan:

- Conceptualize and implement a business development strategy by identifying potential clients, collaborators, funding, and licensing opportunities.

### Corporate Liaison:

- Develop and manage corporate partnerships, including strategic prioritization, and ongoing growth planning.
- Manage assessment and consulting activities with corporations

### Develop Infrastructures:

- Work with RALIANCE Managing Partners and team to define business strategy, including determination of annual goals, roles, and timelines.
- Establish effective and timely communication processes for RALIANCE team.
- Develop and manage pool of consultants

### Engagement:

- Cultivate strong relationships on behalf of RALIANCE with leaders, especially in the Washington DC area.
- Attend events, and serve as the lead brand ambassador for RALIANCE with business leaders in corporate sectors.

## Qualifications

- At least five years related experience and/or training; or equivalent combination of education and experience required, along with a broad understanding of national policy development and a strong familiarity with the Washington, D.C., landscape.
- Previous experience working in corporate environment in a business development/business management, or marketing role.
- Excellent interpersonal, communication, networking, leadership, and public speaking skills; professional writing and editing skills; and the ability to be collaborative, highly organized and flexible.
- Experience with supervision, building teams and developing infrastructure

## Salary Range

\$80,000 - \$100,000 – office based in Washington DC



## To Apply

PCAR offers a competitive salary and benefits package. Qualified candidates are encouraged to apply online at **[www.pcar.org](http://www.pcar.org)** by **September 20, 2019**.

Complete job description available online at **[www.RALIANACE.org](http://www.RALIANACE.org)** and **[www.pcar.org](http://www.pcar.org)**.

## Equal Employment Opportunity Commission

RALIANACE, PCAR, and NSVRC provide equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics.