

## VP PARTNERSHIPS

The specific activities outlined below are in addition to assuming the duties and responsibilities of all Board Members in accordance with the law, good governance and management practices.

### Duties and responsibilities include:

- Define overall Partnership Strategy while keeping a close attention to its numerous configurations (Partners i.e. organizations who register their women staff into the network; Sponsors, i.e. organizations who subsidize specific network events or initiatives ; logistics and in-kind partners i.e. who provide meeting rooms or other kind of support).
- Identify targets and potential partners or leverage contacts provided by board members or members
- Negotiate adequate contract taking into account partner's specificity and needs and write balanced conventions with the Association's needs and capabilities.
- Entertain on-going relations with the partners all along the contract duration in order ensuring delivery of network commitments in a timely manner and to the satisfaction of the partners, and preparing for contract renewal. It includes proper dialogue (reporting and reversely feed back) with the partners representatives.
- Work in close collaboration with the President, the Treasurer and transversally with all other Board members, especially for events requiring additional sponsorship (e.g. Congress, The ONE, IWD), in a spirit of joint effort and consistency across the network
- Recruit & manage the Partnership team (all volunteers), coordinate with PWN Paris assistant to ensure long-term consistency of partnerships.
- Ensure coordination on Partnerships matters with the Federation and other city network's VP Partnership.
- Report to the board on objectives, progress and achievement. Support the Treasurer for the budget elaboration
- Animate the CLUB PARTNERS with conference or a panel on key topics supported by PwN Paris such as the future of work, to enable networking between partners and/or prospects while facilitating convention signature.

### Skills required:

- Business development and/or key accounts and/or customer relationship experience
- Selling skills
- Leadership and team management
- Leadership, Innovative mindset to propose partnerships on-demand, coaching skills, experience in leading cross-functional projects
- Good understanding of the network strategy and programs and sufficient prior experience of the network (2-3 years with active participation is recommended)
- Strong written and oral communication in corporate settings.

**Time Commitment:** an average one day and a half per week plus attendance at Board meetings and the two strategic days and the participation to selected events to support other VPs