

**POSITION:**

Partnerships & Communications Director, Mass STEM Hub

**LOCATION:** Boston, MA

**ABOUT THE ORGANIZATION:**

Founded in 2006, the One8 Foundation's mission is to accelerate and bolster the success of nonprofit organizations with the highest potential to achieve breakthrough results in the foundation's issue areas. The One8 Foundation (One8) does this by pursuing a venture philanthropy approach – identifying highly promising grantees to support with meaningful funding and deep strategic engagement. Supporting nonprofit organizations in both the United States and Israel, the foundation's model combines grant-making and pro-bono consulting with key strategic grantees.

The Foundation has a significant education portfolio with the objective of ensuring that classroom education truly prepares students to be successful in a rapidly changing high tech world. The Foundation supports proven STEM and applied learning programming that authentically and rigorously helps students apply what they learn to solve real world problems, amplifying both the learning and relevance of their education. In 2016, the One8 Foundation launched an internal team called Mass STEM Hub (MSH) tasked with scaling and supporting specific grantee organizations focused on applied learning and STEM education. Mass STEM Hub partners with schools to support the high-quality implementation of premier STEM and applied learning programming that engages students and prepares them for college and 21<sup>st</sup> century careers.

**ABOUT THE POSITION:**

The Partnerships & Communications Director plays a critical role shaping the next chapter of Mass STEM Hub's work with industry partners, higher education institutions, and K-12 schools across the Commonwealth while also leading our external communications work. In building deep relationships with industry and higher education partners, the Partnerships & Communications Director will ensure that students and teachers have access to the authentic industry experiences that make STEM coursework feel even more relevant, help to demystify STEM careers, and empower students to make informed choices about their futures. A successful Partnerships & Communications Director will build on the existing base of partners and programming to expand opportunities, deepen partnerships, and create more coherence for students and educators. While much of the industry work to date has focused on our work with Project Lead The Way (PLTW), the Partnerships & Communications Director will also be charged with identifying and delivering on industry and higher ed connections for our other programs, namely ST Math, OpenSciEd and PBLWorks. The work of the Partnerships & Communications Director is critical to communicating and delivering on the vision of applied learning and to Mass STEM Hub's success in implementing the statewide plan.

This is an ideal opportunity for a creative, solutions-oriented thinker and a proactive doer who loves to build relationships, has superb communication skills, and is passionate about STEM education. Responsibilities include, but are not limited to:

**Securing and managing industry partners to provide students and educators with authentic industry experiences and access to STEM professionals and careers**

- Deepen existing relationships and identify and build new relationships with potential partners aligned with Mass STEM Hub's mission, highlighting the value proposition
- Secure and cultivate long-term partnerships to ensure consistency in programming and provide students with industry connections that are relevant to their coursework and learning
- Coordinate with industry leaders to ensure industry support for programming, including consistent pipeline of volunteers as well as event space, as needed
- Build industry volunteer pipeline and manage industry volunteer process, including recruitment, engagement, and support/guidance for programming

- Refine and scale our applied learning online challenge program
- Support development and management of Mass STEM Hub's Advisory Council
- Solicit financial support from partners who are focused on monetary giving and in order to enhance our student programming
- Work closely with the Teaching & Learning Team, to refine student programming and coordinate opportunities for industry partners that are a win-win for partners and students

**Strategically cultivating and establishing ongoing relationships with higher education partners to provide opportunities for students and educators**

- Refine and execute higher education engagement plan to build potential partners' knowledge of and interest in Mass STEM Hub's programming (e.g., dedicated school tours, student & teacher events)
- Identify potential partners and develop relationships to secure articulation agreements, scholarships for students, preference in the application process, and grad school credit for teachers
- Provide ongoing support to higher education partners to ensure long-term relationships

**Designing, building, and managing purposeful systems and structures to track and deliver on opportunities for students, teachers, and schools**

- Work closely with Operations Manager to design and maintain industry and volunteer data in our Salesforce
- Refine our PLTW online industry challenge portal to further improve the experience and effectiveness for both students and industry volunteers
- Develop industry partner dashboard to monitor volunteers and match volunteers and partners to schools
- Document higher education opportunities and communicate with students, teachers, and families
- Work with the team to utilize volunteer and students/educator feedback from events to refine programming
- Manage budget for industry partner program to ensure strategic alignment of resource allocation
- Coordinate with fiscal sponsor and Operations Manager to ensure financial support provided by industry partners is properly managed

**Developing and executing Mass STEM Hub's communication strategy, with support from the Marketing Manager, to advance our applied learning and STEM work across the state**

- Manage Mass STEM Hub's Marketing Manager to execute against the communication strategy and key activities (e.g., communications, collateral development, social media, press releases, newsletters, website)
- Develop and execute ongoing communication strategy that builds awareness, interest, and participation of K-12 leaders and educators in MA to applied learning and effectively communicate the value of applied learning and STEM for students across the Commonwealth; build One8 and MSH brands as trusted and innovative partners for education in a rapidly changing world
- With input from Teaching & Learning team, craft communication campaigns that are tailored to our key audiences – students, teachers, leaders, and industry partners
- Build partnerships with our non-profit partner programs (e.g., PLTW, OSE, and ST Math) to build messaging and maintain a pulse on the research and findings in order to update our messaging and develop communication campaigns and collateral
- Conduct market research among key stakeholders and establish and manage student advisory Council to secure candid feedback from students to support continual program improvements

**In addition, the Partnerships & Communications Director will complete special projects to build out the organization's knowledge and/or address critical strategic needs of the team**



### **CANDIDATE REQUIREMENTS:**

The Partnerships & Communications Manager must embody the One8 Foundation's high standard for excellence, rigor, passion, and commitment, while working alongside our partners to provide the support to drive their ongoing success.

- 7+ years of professional experience, including at least 2 years working in business development/sales/external relations, with a track record of results
- Strong networking and relationship-building skills
- Experience leading external communications including developing pitches, creating marketing campaigns, overseeing development of collateral, website design, social media management, and PR preferred
- Superb verbal and written communication skills, including an ability to distill and communicate key messages and experience developing communications across channels
- Knowledge of the STEM landscape, particularly math and science teaching and learning programs
- Collaborative mindset and the ability to succeed on a team where members hold different pieces of the work
- Ability to thrive in a start-up environment, including building systems from scratch
- Track record of setting ambitious goals, being proactive and pursuing goals persistently and tenaciously
- Persistent and solutions-oriented in the face of unexpected challenges
- Constantly reflects, relishes feedback, and seeks opportunities to improve
- Brings positivity and humor to the organization and all interactions
- Believes that education is a primary means to dramatically improve the life outcomes of children and that all children can achieve at high levels independent of their circumstances
- Passion for Mass STEM Hub's mission
- Bachelor's degree

### **COMPENSATION AND BENEFITS:**

Salary and benefits will be competitive and commensurate with experience. Target salary for the position is \$130,000.

*One8 Foundation is an equal opportunity employer and welcomes candidates from diverse backgrounds.*