

**Manager, Partnerships
Partnership for a Healthier America
Washington, DC**

Background

Partnership for a Healthier America's (PHA) mission is to leverage the power of the private sector to bring lasting systemic changes that improve the food supply and increase physical activity. This work will help us achieve our goal of helping all children, especially those disproportionately affected, live healthier lives and grow up to be adults free from obesity, diabetes, heart disease, and other chronic conditions.

PHA is looking for a dynamic Partnerships Manager to help us bring this mission to life. He or she will identify potential corporate partners, conduct warm and cold outreach, create and communicate an inspiring vision for partnership, close deals, and manage partner relationships. The successful candidate will be passionate about working with the private sector and comfortable building partnerships that help PHA achieve its mission and secure sustainable funding.

Position Description

Reporting to the Senior Director, Partnerships, this position will be responsible for the management of PHA's convenience store and corner store initiatives, as well as supporting the Senior Director in the recruitment of new food and nutrition partnerships.

Specifically, this position will:

- Work as part of the food and nutrition team to envision, close, and lead new partnerships with retail and distributor companies and organizations that have the potential to make lasting, systemic changes to America's food supply.
- Provide exceptional day-to-day management of assigned partner portfolio, including supporting partners through the annual verification and reporting process, providing technical assistance as needed for commitment implementation, and fostering a positive partner experience.
- Collaborate with internal and external development, communications, and evaluation team members.
- With support from internal teams, raise revenue for our mission (for example, through cause marketing campaign activations) to help keep the organization financially sustainable.
- Represent PHA at events connected to our mission.
- Think of and implement big, strategic ideas that will help PHA grow and thrive.
- Execute other duties as assigned.

Qualifications

- Registered Dietitian credential strongly preferred.
- Bachelor's degree required. Bachelor's degree in a food, nutrition or communications related field preferred.
- Minimum five years work experience.
- Demonstrated project and relationship management skills, with the ability to multi-task and deliver quality work on time.
- Proven knowledge of food and nutrition related issues, trends and research.
- Exceptional interpersonal skills and the ability to effectively interface with senior partner contacts, staff and prospects.

- Excellent writing and communication skills, with an ability to translate complex ideas into clear, easy-to-understand concepts.
- Experience building partnerships with companies and other organizations, managing relationships, and/or sales or revenue growth preferred.
- Understanding of core business and marketing principles preferred (which will help develop win-win partnerships with companies).
- Passion for PHA's mission.

Please send a resume, cover letter and salary history/requirements to jobs@ahealthieramerica.org with "Partnerships Manager" in the subject line.

We regret we can only contact selected applicants. PHA offers competitive compensation and benefits. Equal Opportunity Employer.