



A Union of Professionals

Notice of Open Position

Jan. 19, 2022

Job Title:	Manager of Philanthropic Partnerships	Unit:	Management
Job Number:	MGT-39-05-0122-V	Supervisor:	Senior Director for Educational Issues
Department:	Educational Issues	Salary:	\$162,127.71

The American Federation of Teachers is a union of professionals that champions fairness; democracy; economic opportunity; and high-quality public education, healthcare and public services for our students, their families and our communities. We are committed to advancing these principles through community engagement, organizing, collective bargaining and political activism, and especially through the work our members do. The AFT believes that a culturally diverse workforce advances our mission and we strongly encourage applications from under-represented communities of workers.

Position Summary: The manager of philanthropic partnerships develops, maintains and supports philanthropic partnerships on behalf of the American Federation of Teachers (AFT), under the supervision of the senior director for educational issues. The individual represents AFT to the philanthropic world, building knowledge about and serving as liaison to its diverse portfolio of work. The incumbent maintains relationships with current and potential philanthropic partners and seeks opportunities for AFT to raise resources through programs that are in keeping with advancing AFT’s mission and goals. The individual will also be responsible for building coalitions with funders and on-the-ground partners, and for overseeing all aspects of the proposal and grants management process and of dissemination of knowledge and results. The incumbent will manage AFT’s Innovation Fund on a day-to-day basis and assist the senior director in managing department workflow—particularly in relation to new work and partnerships.

Position Responsibilities:

- Analyze opportunities in the philanthropic sector and build and strengthen communication and partnerships between various AFT funders (private, corporate, individual, public, family foundations, government and others).
- Increase awareness and understanding within the funding community of AFT’s priorities, programs, and constituencies, and the ways that they strengthen public education and public services. Use the philanthropic engagement position to advance support for programmatic priorities including but not limited to literacy, community schools, enhancing and diversifying the teaching profession, educator and child well-being.
- Increase awareness and understanding of AFT’s Innovation Fund (IF), the grants it has made, and the impact it has, and awareness of AFT as a funding partner through the mechanism of the Innovation Fund. Manage resources, agenda, and staff of IF and work closely with the office of the president and the executive vice president on programmatic priority-setting.
- Monitor trends and priorities of national and key local education funders through research, conference and meeting participation, public presentations, and deep engagement with the priorities of selected education-oriented funders, including those that focus on health care and public services and make appropriate linkages to relevant AFT leaders and staff.
- Communicate priorities and trends in education philanthropy to AFT staff, affiliates and key programs and serve as in-house expert and AFT staff resource person on education philanthropy.
- Work across departments to understand and contribute to strategic agendas and connect AFT colleagues to partner opportunities; identify when staff, members/leaders or officers are most appropriate for advancing the partnership agenda.
- Effectively coordinate, support, and collaborate with educational issues’ staff and other departments to accomplish research, writing, and reporting related to philanthropic partnerships.
- Bring information about philanthropic initiatives and priorities into planning and programming across the union.

AFT is an Equal Opportunity Employer

The AFT is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

- Work closely with the senior director to analyze and assess new work and partnership opportunities—both philanthropic and beyond—and, where appropriate, integrate with existing workflow and staff assignments.
- Serve as an active member of the department’s management team.
- Other duties as assigned.

Primary Knowledge, Skills and Abilities:

- Knowledge of foundations, grant making and education and social justice philanthropy.
- Experience with and understanding of public sector unions, their members, and programs and knowledge of AFT policy and programs.
- Experience in program development and management, fundraising, or coalition building with and among labor, business, nonprofit, governmental, and philanthropic partners.
- Understanding of current education policy climate.
- Excellent writing, communication, relationship-building, and project management skills.
- Excellent public speaking and presentation skills, including preparing program content and materials.
- Successful candidate should be creative and possess a team spirit, problem-solving mentality, flexible attitude and a willingness to take risks.
- Commitment to the AFT’s mission statement and values.
- Extensive understanding of AFT and its state and local affiliates is preferred.
- Experience working with AFT affiliates in the field is a plus.

Work Environment:

- Work is generally performed in an office environment; however, ability to travel for work-related purposes is required.

How to Apply:

Applicants should submit a cover letter and resume to the director of human resources or via the following link: https://www.appone.com/MainInfoReq.asp?R_ID=4326867.

Internal Posting Period:

There is no internal posting period for this position. Candidates will be considered as they apply.

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