



Senior Manager, Partnerships

New York, NY

To Apply

Please visit the [Application Portal here](#). Candidates are encouraged to apply as soon as possible. Due to volume, only those candidates considered for an interview will be contacted.

About Ownership Works

Founded in 2021, Ownership Works (O.W.) is a fast-growing nonprofit organization with a mission to increase prosperity through shared ownership at work. O.W. helps companies and investors implement shared ownership programs that make every employee an owner and honor the collective effort behind a company's success. At scale, employee ownership can help millions of lower-income workers and people of color build savings and wealth, often for the first time, at businesses that are more dynamic, resilient, and successful.

O.W. has set an ambitious goal of creating at least \$20B of wealth for workers by 2030 and, over the long term, making broad-based employee ownership the new norm at work. To achieve these goals, O.W. has two areas of focus:

Movement Building. Through partnerships, network-building, education, data, and storytelling, O.W. is building a movement to increase the adoption of shared ownership by private and public companies. Over 80 private equity firms, financial institutions, foundations, labor advocates, and pension funds have joined the O.W. consortium as Founding Partners and made unprecedented commitments to advance the shared ownership movement.

Hands-on Guidance. In collaboration with its Founding Partners, O.W. helps public and private companies implement broad-based employee ownership programs that improve corporate cultures, increase employee engagement and satisfaction, and create an alignment of interests between employees and employers, all of which can support better outcomes for companies and workers. Since O.W.'s founding, over 113 companies have implemented shared ownership programs, reaching over 163,000 workers.

In 2024, Ownership Works was certified as a [Great Place to Work](#).

For more about O.W.'s programs and impact, visit <https://ownershipworks.org>.

About the Movement Building Team

The Movement Building Team serves as an accelerant to the shared ownership mission and goals through the application of integrated marketing strategies, content development, partner engagement, and convenings and events to create awareness of and interest in shared ownership, our work, and the work of our partners. Ownership Works partners with some of the nation's largest private equity, financial services, consulting, and law firms, and is also supported by premier foundations, with whom we work to amplify the shared ownership narrative.

We are:

- Results-oriented with a culture of humility and excellence.
- Pragmatic optimists who enjoy translating "big ideas" into actionable plans and results.
- Strategic, curious, diverse, and accountable.
- Incredibly fast moving as we build and grow the organization.

About The Position

Ownership Works is seeking an experienced, driven, and mission-oriented partnership marketing professional who is passionate about advancing social impact in the workplace.

This position's core goal is to serve our supporting partners with meaningful programs that align our objectives and are mutually beneficial. Ownership Works aims to retain and expand the support of organizations that can advance our mission, and this position will help us do so with a focus on our financial services and professional services corporate partners.

The ideal candidate will have experience in relationship management, producing programs and events, and creating innovative ways to connect and engage with the decision-makers and advocates at supporting organizations. This person should be comfortable building long-lasting connections and establishing trust with leaders across various industries, including financial services, professional services, labor advocates, and other nonprofits.

What this position offers you:

- The unique opportunity to 1) have meaningful influence over the direction of partner relations for a well-respected and quickly scaling nonprofit organization in the economic justice space and 2) help develop Ownership Works' growing shared ownership movement, which is poised to positively impact the lives of hundreds of thousands of workers in the next decade.
- The opportunity to work with the top leaders in finance and business, transforming businesses and creating meaningful wealth-building opportunities through broad-based employee ownership.
- The opportunity to be a specialist in your field while supporting a movement and gaining a comprehensive understanding of the shared ownership space.

Key Responsibilities

Partnerships:

- Collaborate with Head of Movement Building on developing a partnership strategy aimed at deepening engagement and retention and expanding the partner consortium.
- Develop a deep understanding of each new and existing partner's business and align the Ownership Works program with the partner's key objectives. Contribute to creating mutually beneficial annual plans through collaboration with partners.
- Develop relationships with key contacts at partner organizations, deepen the breadth of connections, and expand the network at each firm to attract new supporters and advocates.
- Manage the production of content, events, and communications to build connections and amplify partnership benefits.

Program Development:

- Become a subject matter expert on shared ownership and educate partners on Ownership Works' mission and vision for the future of the shared ownership movement.
- Develop a deep understanding of the partner ecosystem and articulate the Ownership Works value proposition for various segments, including Limited Partners/Fund Managers, financial institutions, and professional services firms.
- Contribute to designing targeted engagement models and help establish repeatable processes essential for scaling and delivering partner services efficiently.
- Collaborate with Marketing and Communications, Advancement, Client Advisory Services, and Finance to drive the success of the programs.
- Support the development of new Leadership Council programs, including working groups and solution-focused committees.
- Develop reporting and metrics to track progress and measure engagement.

Relationship Management:

- Build and manage trusted relationships with key stakeholders at supporting partner firms and support relationships with Leadership Council members.
- Partner with Head of Movement Building to identify potential new partnership opportunities and nurture a pipeline.
- Support and facilitate introduction meetings and ongoing relationship-building calls.
- Research, follow, and gather relevant background information for partner firms.
- Collaborate on audience segmentation initiatives to help prioritize account management.
- Prepare materials, schedule, and participate in partner program reviews; communicate initiatives with clients in advance and follow up promptly summarizing next steps.
- Help expand the network and generate more awareness within each partner firm, building new connections and exploring new collaborative opportunities.
- Partner with the Advancement team to develop and execute retention and renewal programs.

- Utilize Salesforce CRM for opportunity tracking, engagement reporting, and logging relevant communications. Maintain call notes and distribute them to internal partners via Salesforce.

Events and Content:

- Serve as the lead producer for value-added events and content for partners and council members, including but not limited to quarterly update calls, educational webinars, and high-touch in-person meetings.
- Partner with the Advancement team to develop and execute Donor and Partner Appreciation and Fundraising events.
- Produce virtual Quarterly Partner Consortium Update calls, including managing script, collecting slides, and setting up Zoom Sessions for each event.
- Partner with Marketing and Communications to develop branded content that amplifies partner initiatives, including blogs, podcasts, and virtual events.
- Assist with preparing presentations and partnership collateral, working with Marketing and Communications as needed.
- Measure and track the success of events and conferences to inform future events strategy.

Minimum Qualifications

- B.A./B.S. required.
- 7 - 10 years of professional experience in partnership programs, relationship management, sales, or marketing. Experience in financial services, consulting, professional services, or nonprofits is a plus.

Preferred Qualifications

- Experience working in a professional or agency environment.
- 3 – 5 years of experience with Salesforce or another enterprise CRM.
- Superior relationship management skills with a client service mindset; proven experience developing and maintaining relationships with clients.
- Proactive, positive, and energetic approach to working with clients and internal stakeholders.
- Experience producing and managing high-quality virtual and in-person events and meetings for clients.
- Strong project management skills with the ability to meet tight deadlines and advance multiple projects simultaneously.
- Ability to work across teams and be a collaborative team player.
- Meticulous attention to detail.
- Creative problem-solving skills and good judgment.
- Self-starter with an entrepreneurial mindset.
- Excellent verbal communication and written communication skills.
- Passion for social justice and the mission of Ownership Works; interest in becoming a subject matter expert in employee ownership.

At Ownership Works, we are dedicated to building a diverse and inclusive workplace, so if you're excited about this position but your experience doesn't precisely align with every qualification, we encourage you to still apply.

Equal Opportunity Employer

Ownership Works is an Equal Opportunity Employer. Women, people of color, people with disabilities, LGBTQIA persons, and veterans are encouraged to apply.

Compensation

Compensation for this role is determined by several factors, including work location, individual skills, relevant experience, and business needs. For candidates based in New York City, the estimated salary range is \$135,000 - \$150,000. Additionally, this role is eligible for a year-end bonus, contingent on individual performance, economic conditions, and board approval.

Benefits

We offer a comprehensive benefits package aligned with the professional services sector, which includes excellent health, vision, and dental coverage for you and your family, unlimited paid time off, a 401(k) plan with generous employer contributions, and 18 weeks of fully paid parental leave.

Location

O.W. is building a New York City-based team. The team works from our brand-new Midtown Manhattan office space two days per week.