Cristo Rey San Jose Jesuit High School
Corporate Partner Relations Development Manager

.5 FTE 6 months Contract position

Partner with Corporate Work Study Program and Advancement teams to achieve revenue goals:

1. Mission driven self-starter to continue to build CRSJ’s Corporate Work Study Program in challenging times. Responsible for **new business development**:
   - Use your network to **build the jobs pipeline** and **acquire new student jobs** for Fall 2020
   - Focus on new Silicon Valley corporations such as Facebook, Amazon, Apple, Ebay, Paypal, LinkedIn, Zoom, etc. Gather & use intel from business leaders & Corporate Work Study Board to determine best industries to target

2. Point person to develop and implement a **sponsored jobs program**. Secure new job sponsorships. Seek funding for non-profit (non revenue) jobs

3. Seek **corporate funding/grants/in kind gifts to benefit student remote, project, entrepreneurial or professional development programs**

4. Other responsibilities as assigned

Be a trusted internal collaborator while telling the Cristo Rey San Jose Jesuit High School success stories to external constituencies

Provide data for board reports

Achieve high performance in a remote work environment

**Qualifications and Experience**
Commitment to Jesuit Catholic education & CRSJ’s mission to educate the undeserved
At least 3-5 years of relevant experience in business development, sales or fundraising with demonstrated track record of success
Established network of Silicon Valley corporate executives strongly preferred
Ability to collaborate and desire to partner to grow and improve the CWSP
Excellent relationship-builder; able to integrate into new networks and communities with poise and purpose
Strong written/oral communication and organizational skills
Demonstrated ability to work collegially and professionally with colleagues and prospects
Natural ability to network with professionals of all levels, backgrounds and industries.
Demonstrated ability to work with humility, integrity, tolerance, a desire for continuous improvement, sense of humor and openness to feedback
Experience with Salesforce preferred
Undergraduate degree required

**To Apply**

CRSJ offers a competitive salary and benefits package. For best consideration candidates should submit a current resume and a cover letter, indicating why they are particularly interested in and qualified for the position. Material should be transmitted via email attachment to Monica Wahler, Director of HR/Operations, at monica.wahler@cristoreysj.org. Position opened until filled.

**Non-Discrimination and Equal Employment Opportunity Policy**

Cristo Rey San José Jesuit High School is dedicated to both the letter and the spirit of the equal employment opportunity laws. Employment decisions will not be made on the basis of race, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex (including pregnancy, childbirth, or related medical conditions), age or sexual orientation, military or veteran status or political affiliation. Employment decisions based on religious preferences and other religious needs may be made in accordance with applicable law. Cristo Rey also prohibits discrimination on the basis of these protected classifications.