

Director: Strategic Partnerships

[KAHAL: Your Jewish Home Abroad](#) seeks a dynamic and entrepreneurial individual with a passion for partnership building, program design, and Jewish enrichment for the role of Director: Strategic Partnerships. This role provides a unique opportunity for an emerging organizational leader to design and implement KAHAL's international growth strategy, working in tandem with KAHAL's Chief Operations Officer, Director: the Abroad Experience, U.S. and international [partners](#), and occasionally the Board of Directors.

The Director: Strategic Partnerships will oversee and manage KAHAL's Strategic Partnerships Department. The Department is responsible for the execution of KAHAL's strategic growth plan, managing existing community partnerships and building the frameworks necessary for dynamic organizational growth. KAHAL is seeking an entrepreneurial individual, able to work independently, manage a growing team of remote professionals, and guide KAHAL's strategic visioning into the future.

The Director: Strategic Partnerships is critical to KAHAL's growth and to the success of our mission: to create transformational Jewish experiences for study abroad students. The Director: Strategic Partnerships reports to the Chief Operations Officer and will work with this person to establish specific goals and evaluate progress on an ongoing basis. As the key driver of KAHAL's growth strategy and strategic vision, this position carries with it phenomenal growth and advancement potential.

What We're About:

KAHAL creates and facilitates transformational Jewish experiences for study abroad students. A robust resource and structured support network, KAHAL works with local communities in more than 50 countries and 100 cities around the world, providing Jewish study abroad students the resources, tools, and personal connections they need to meaningfully engage with local Jewish communities, augment their transformative abroad experience, and deepen their connection to the global Jewish people. Since its founding in 2013, KAHAL has connected more than 4500 Jewish students to immersive Jewish experiences during their life-changing time abroad. By incorporating Jewish experiences and choices into this transformative environment, KAHAL measurably increases students' attachment to the global Jewish people and increases the likelihood of their long-term Jewish choices.

KAHAL is a graduate of the Core18 Leaders Lab program, a member of the Upstart Accelerator program, and a member of the 2016 and 2017 Slingshot Guides to the Jewish world's most innovative organizations. Learn more at www.KahalAbroad.org

This position can be based in either Washington, D.C. or Chicago. KAHAL's international headquarters are located at SketchPad, Chicago's Jewish innovation space. SketchPad is located in the Ravenswood neighborhood of the city's near-north side and is easily accessible by public transportation (CTA and Metra) and by car (parking passes provided).

What You'll Bring to the Job:

- Entrepreneurial instincts and interest in human-centered design;
- Growth mindset and commitment to personal and professional development;
- Bachelor's degree and 4+ years of relevant professional work experience;
- Accomplished organizational skills related to project management, strategic planning, program design, and employee management;
- A commitment to organizational efficiency, including best practices in database management, employee empowerment, project management, and time management.
- Experience and familiarity with the international education sector;
- **All KAHAL employees are required to hold an intermediate certification in Microsoft Excel.** Employees and recruits who do not possess this will be required, at KAHAL's expense, to undergo Excel training before beginning work;
- Excellent interpersonal skills and an ability to effectively communicate with a variety of stakeholders in a remote setting;
- Comfort in managing remote teams as well as working independently and collaboratively;
- A serious work ethic, sense of humor, and willingness to take risks and learn from unexpected situations;
- Willingness to travel and employ flexible hours necessary to complete tasks;
- A commitment to pluralism and a comfort with your own Jewish identity to act as a role model and mentor for emerging Jewish adults.

Entrepreneurial instinct and talent will be considered above field experience. As a rapidly-expanding organization, KAHAL is seeking leaders who are interested in growing alongside the organization.

What You'll Own and How You'll Grow:

Strategic Planning (10%)

- Design, refine, and maintain KAHAL's multi-year growth strategy, with a specific focus on international and national partnerships. KAHAL's goal is engage more than 5000 Jewish students annually by 2020.
- As a key driver of KAHAL's strategic growth, the Director: Strategic Partnerships will determine, in concert with the Campus Operations team, Executive Director, and Chief Operations Officer, KAHAL's growth priorities, including but not limited to:
 - New identification and recruitment channels;
 - Growth within existing identification and recruitment channels, including new campuses, new community organizations, and more;
 - Deeper program quality and content pre-and-post students' abroad experiences;
 - Holistic student support and campus reintegration strategies;
 - And more;

Study Abroad Partnership Building (25%)

- Design strategy to bolster KAHAL's relationships with study abroad providers and exchange offices, both in the United States and around the world;
- Manage relationships and formal partnerships with KAHAL's major strategic study abroad partnerships, including Semester at Sea, CRCC Asia, and others;
- Design and execute KAHAL's Preferred Provider Network strategy and grow the number of participating organizations;
- Build new relationships and formal partnerships with international, national and campus-specific study abroad organizations;
- Travel to and attend conferences and seminars to advance KAHAL's study abroad partnership network.

Program Design (15%)

- Work in tandem with KAHAL's Abroad Experience team and study abroad site directors to design and implement custom programs in locations worldwide.
- Design and maintain KAHAL's growing plans for student reintegration and alumni engagement, in concert with the Chief Operations Officer and Campus Operations team;

Management and Execution (40%)

- Oversee and empower the Strategic Partnerships Department to successfully execute KAHAL's strategic growth plan;
- Empower team members to continuously adapt and improve their partnership building strategies through ongoing mentorship and collaborative design;
- Oversight and empowerment of Campus Operations staff members to supervise interns and steward partner relationships;
- Provide operational and logistical support to the Strategic Partnerships team with regards to project management, cross-team communication, and goal setting;
- Work in tandem with KAHAL's Executive Director to collaborate with and oversee the programmatic and auxiliary functions of KAHAL's Associate Board of Directors;
- Oversee management, maintenance, and frequent updates of KAHAL's Strategic Partnership client relationship management (CRM) system, Mobilize;
- Track student engagement and report on key success metrics on a regular basis;
- Travel frequently to various domestic locations to maintain partnerships and operational efficiency;
- Travel occasionally to international destinations to coordinate KAHAL's programmatic efforts;
- Coordinate with Director: Abroad Experience and Chief Operations Officer on organizational strategic direction and operations;
- Participate in and frequently lead weekly all-staff meetings;
- Participate in daily supervision meetings with the Chief Operations Officer;
- Maintain current job descriptions and organizational chart and review with Chief Operation Officer/all staff on annual basis.

Resource Development (5%)

- Support the Executive Director and Development Team in drafting funding proposals related to burgeoning partnership opportunities. As the driver of KAHAL's strategic growth, the Director: Strategic Partnerships will have an ongoing role in determining the organization's development priorities and reporting on all relevant partnership metrics;
- Support the Executive Director and Development Team in core fundraising activities, including donor relations, strategic fundraising conversations, special events and occasionally board relations;
- Attend Chicago-area and national events of interest to KAHAL's stakeholders and potential donors.

Administrative (5%)

- Produce and maintain an expense budget for the Strategic Partnership Department, in concert with the Chief Operations Officer. The Director: Strategic Partnerships will be responsible for ensuring the Department's ongoing compliance with KAHAL's stated financial oversight policies;
- Maintain KAHAL's Strategic Partnership contact management system, Mobilize.

What You Will Gain:

The salary range for this position is \$50,000-\$60,000 per year, commensurate with experience. Performance bonuses are available, but not guaranteed. In addition, KAHAL's provides employees with a range of benefits, including:

- Unlimited paid-time-off (PTO);
- Flexible work hours;
- World-class health insurance through Blue Cross Blue Shield of Illinois (PPO, HMO, or HSA).

In addition, The Director: Strategic Partnership will receive:

- Great professional development, mentoring, and skill-building opportunities. KAHAL is committed to investing in employee growth, with a professional development budget of up to \$1,500 per employee, per year;
- Travel frequently both domestically and internationally to expand KAHAL's partnership networks;
- Strong entrepreneurial experience and comprehensive education in human-centered design.

This position requires flexible hours needed to complete job requirements, including some evenings, weekends, and holidays. One can expect to travel 5-10 days per month on average for this position.