



## POSITION DESCRIPTION VP, STRATEGY AND PARTNERSHIPS

### **POSITION SUMMARY:**

Having established several initiatives in its first four years of operation, the [Network of Jewish Human Service Agencies](#) is seeking a full time **VP, Strategy and Partnerships (VP, SP)** to drive the strategic initiatives of the Network and to cultivate and implement efforts resulting from partnerships with a wide range of external stakeholders.

Additionally, the VP, SP will have primary responsibility for the leadership of and continued development of the [Network's Center for Innovation and Research](#) (Center).

In this role, the VP, SP will establish and manage high value partnerships, collaborations and programming designed to further the development of the Center and drive value for the Network and its members. The Center takes a systems approach to supporting agencies and their efforts on behalf of their clients. The "systems approach" leverages and complements programming, expertise, resources, and capabilities available across agencies, partners, clients, and related organizations. The systems approach enables scale and impact that transcends the resources of a single organization or funding source.

The successful candidate must be a collaborative leader with experience building practical and effective collaborations in the Jewish human service agency or comparable sector. The VP, SP must also bring vision and an entrepreneurial spirit to the role. This position will be structured as a remote position but will require national/international travel. The Director reports to the CEO.

### **RESPONSIBILITIES:**

- Lead and continue to develop the NJHSA Center for Innovation and Research.
- Drive the establishment of meaningful service agreements and partnerships with a wide range of external stakeholders, with the goal of bringing diverse resources to NJHSA member agencies.
- Provide lead staffing for both the Network's Innovation and Services Committees and other Committees as needed.
- Leverage the systems approach to foster internal incubation of cross-agency solutions.
- Work, in partnership with outside consultants, and in context of the "systems approach" described above:
  - Assess member agencies' needs for services, funding, staffing and sustainability;
  - Identify opportunities for cross-agency solutions;

- Develop and conduct training to help participating agencies identify new, high-impact solutions to persistent challenges;
- Create break-through business and service models through a continuous process of discovery, design, incubation, testing and refining promising approaches;
- Serve as a resource and support for innovation building methods and system-based change by ensuring that member agencies know about innovations and successes across the Network; and
- Create or facilitate webinars, and educational content to help members employ the latest approaches to innovation in context of their programming and client needs.
- Draw on, and when needed, create affiliations with the corporate, academic and philanthropic sectors to enhance the significant impact of the Jewish human service sector and attract enabling products, services, and resources.
- Develop new partnerships to foster and strengthen the innovation/incubation work of the Center and of the NJHSA itself.
- Market the new innovations as appropriate and ensure evaluation of their impact.
- Develop or provide access to train-the-trainer programs to help agencies decrease reliance on outside consultants.
- Report as required on the Center's progress to the NJHSA's Board of Directors, its Grants and Opportunities Committee, Innovation Committee, Services Committee, funders, etc.

**POSITION REQUIREMENTS:**

- Advanced degree and meaningful experience in human services or a related field.
- Experience successfully creating, managing and growing high-impact collaborations and partnerships.
- Experience creating and managing a significant budget.
- Ability to understand evaluation and research methodology.
- A highly organized self-starter with proven ability to self-motivate and work both independently and as part of a team.
- Ability to be a convener, connector, networker and facilitator of diverse member agency and national/international partnerships.
- Demonstrated entrepreneurial spirit in the form of creative solutions to persistent challenges.
- Ability to handle a variety of constituencies, stay highly organized, and be an effective time manager with the capability to multi-task and prioritize in a demanding work environment.
- Experience managing and completing projects under strict deadlines.
- Excellent written and verbal communication, interpersonal, relationship-building and leadership skills with a proven ability to interact effectively with professional staff at all levels and with lay leaders.
- Strong analytical and basic business skills.
- Strategic thinker, able to synthesize information and data in order to plan ahead.
- Good judgement.

**ADDITIONAL DESIRABLE ATTRIBUTES:**

- **Program Leadership:** A track record of effectively leading an outcome-based program and staff, or experience taking a program from conception to implementation to effective/impactful operation.
- **Operating Experience:** Experience managing an operating unit of a human service agency.
- **Familiarity with Jewish Human Service Agency Sector:** Experience managing a unit of a Jewish human service agency or other experience resulting in familiarity with the mission and challenges of Jewish human service agencies.

The Network offers an employment package that includes competitive pay and comprehensive benefit offerings. Salary range for this position: \$95,000-\$110,000.

The Network of Jewish Human Service Agencies is an equal opportunity employer, dedicated to a policy of non-discrimination in employment on the basis of race, religion, color, sex, sexual orientation, gender identity or expression, national origin, age, marital status, citizenship, veteran's status, physical or mental disability that does not prohibit the performance of essential job functions (with or without reasonable accommodation) or any other basis protected by federal, or applicable, state or local law.

Letters of interest and resumes should be directed to [HR@networkjhsa.org](mailto:HR@networkjhsa.org).