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WE'RE HIRING STRATEGIC PARTNERSHIP DIRECTOR



Building Bridges, Empowering Entrepreneurs. At Barter Black®, our mission extends beyond creating a platform; it's about establishing a thriving ecosystem where Black entrepreneurs can flourish. As we aim to broaden our impact and reach, we're in search of a Strategic Partnership Director. This role is for a visionary, a communicator extraordinaire who can unlock the full potential of strategic partnerships. From securing advertising deals to collaborating with companies and accelerators, you'll be at the forefront of Barter Black®'s growth, championing our unique value proposition and forging alliances that benefit our community.

Strategic Partnership Director: The Catalyst of Growth at Barter Black®. As the Strategic Partnership Director, your primary objective is to identify, develop, and manage strategic partnerships that enhance the Barter Black® experience for our members and extend our market footprint. You have the creativity to envision new partnership opportunities and the charisma to make them a reality. Your role involves not just negotiation but building lasting relationships that align with our core mission of empowering Black entrepreneurs.

Job Description:

- **Partnership Development:** Proactively identify and pursue strategic partnership opportunities with companies, accelerators, and grant providers that can bring value to the Barter Black® community, enhancing our platform's support for Black entrepreneurs.
- **Sponsorship Acquisition:** Seek out and secure sponsorships for Barter Black® events, grants, and programs, leveraging these opportunities to boost our platform's visibility and provide additional resources to our members.
- **Negotiation and Deal Making:** Lead negotiations, crafting deals that are mutually beneficial while ensuring that all partners and sponsors are fully aligned with our mission and values.
- **Value Proposition Communication:** Clearly articulate Barter Black®'s unique value proposition in a compelling manner that resonates with potential partners and sponsors, highlighting the benefits of collaborating with us and the impact on the Black entrepreneurial community.
- **Partnership and Sponsorship Management:** Manage and nurture existing partnerships and sponsorships, ensuring they remain productive, aligned with our strategic goals, and continue to deliver value to our community.
- **Product Advocacy to Partners:** Actively promote Barter Black®'s services to potential partners, presenting our platform as a key resource for business owners in their networks or programs.
- **Cross-Functional Collaboration:** Work closely with other teams within Barter Black® to ensure partnership and sponsorship strategies align with overall business objectives, enhancing the value we deliver to our members.
- **Market Expansion:** Use partnerships and sponsorships strategically to expand Barter Black®'s market presence, ensuring we continually grow our resources and opportunities for members.
- **Performance Tracking:** Establish and monitor key metrics to evaluate the success and impact of partnerships and sponsorships, adjusting strategies as necessary to maximize their benefit to the Barter Black® community.

Qualifications:

- **Proven Experience:** Demonstrated success in developing strategic partnerships, with a strong preference for experience in tech or entrepreneurial ecosystems.
- **Communication Skills:** Exceptional ability to communicate, persuade, and sell ideas; a master at conveying value propositions to a variety of stakeholders.
- **Strategic Thinking:** Strong strategic and analytical skills, capable of identifying and pursuing opportunities that align with Barter Black®'s mission and growth objectives.
- **Negotiation Expertise:** Excellent negotiation skills, with a track record of closing deals that lead to meaningful partnerships.
- **Relationship Building:** A natural at building and maintaining strong, productive relationships with partners, stakeholders, and team members.

Report To: Nicole Murphy, CEO

Employment Type: Part-Time Employee working 5-15 hours per week, transitioning to Full-Time based on platform growth and needs.

Location: Remote

Salary: [Equity Compensation](#) Vested over Three Years with a 1-year cliff with commission starting immediately. Salary negotiable after one year or significant round of funding, whichever is first.

Benefits: Equity in Barter Black®, Commission, Lifetime Membership w/ No Fees, Budget for Professional Development.

 Apply at www.barterblack.io/careers

Barter Black®, LLC, registered in Maryland, is committed to cultivating an inclusive workplace and proudly stands as an equal opportunity employer. We wholeheartedly embrace diversity and provide equal employment opportunities to everyone, irrespective of race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Our commitment is in full accord with Maryland and federal non-discrimination laws, ensuring a respectful and welcoming environment. We value the unique qualities of each team member, recognizing that our collective strength is amplified by our diverse perspectives.

