

CONEXIONES

Conexiones Strategic Partnerships Team - Open Positions

Director of Strategic Partnerships (1 Position)
VPs of Strategic Partnerships (3 Positions)

Send Resumes to Preston Sharp: preston.sharp19@yahoo.com

Your Benefit:

- **Impact** - Your work provides access to those who need Conexiones
- **Experience** - (Substantive responsibility, unique tasks).
 - Form partnerships with international entities
 - Design/engage in multichannel marketing strategies
- **References** – Conexiones is happy to provide detailed job, internship and other references to responsible team members

Background:

In less than a year, Conexiones grew from an idea to a legally registered Nonprofit corporation supported by more than 60 volunteers. So far, 10 individuals from Latin America successfully completed the foundation courses and currently work with Conexiones mentors. Initiatives launched in West Africa and Brazil. We are thrilled with these results, but will continue striving until we maintain 100% capacity. With our program design and infrastructure are in place, Conexiones is ready to serve hundreds of people.

This is where you come in. The Conexiones Strategic Partnerships team will serve as the primary outreach unit of our organization. Through a variety of channels, the team will attract new mentees to the Conexiones program and create a lasting reputation abroad. These channels include, but are certainly not limited to:

- Personal contacts (most efficient, consider ex-mission/friends)
- Latin American/African Governmental Entities (particularly education and development)
 - City
 - Provincial
 - State
 - Federal
 - Regional (UN, IADB, etc.)

- Nonprofits (either in Latin America or in USA) that maintain communication channels with Latin America
- Universities (we can help with Masters applications!)
- High Schools
- Businesses (focus first on companies based in target country)
- (Skype-based firesides coordinated alongside church units (stakes, YSA, Institute, seminary, etc..))
- Stake Presidents
- Mission Presidents
- Bishops
- Institute Directors
- Facebook, Twitter, Instagram Campaigns

What will you ask people?

Essentially, this: **How can we partner with you in order to bring the Conexiones service to more aspiring students?**

On social media, you will simply advertise directly about the program and benefits Conexiones has to offer

Expectations:

- **Commitment** – 5 to 7 Hours per week for at least 2 months. (Do not need to participate as mentors). Can you handle school and this position?
- **Spanish Fluency** - Are you comfortable talking with strangers over the phone?
- **Initiative** - Can you identify and reach out to entities on your own? Can you follow through independently if those entities show interest?
- **Communication** - Members of the marketing team need to communicate well with each other and with Conexiones HQ (called the “Sede”). They must regularly attend weekly coordination meetings (appx. 30-minutes) Additionally, each team member will send a weekly e-mail to the **Director of Strategic Partnerships** outlining:
 1. **Contacts** : Who did you reach out to?
 2. **Positive Responses:** Who? What? Where? Follow Up?
 3. **Action Items:** What do you commit to do this week?
 4. **Goals From Previous Week:** Individual? Team? Were they accomplished?
 5. **Goals For Following Week**
 6. **Needs/Comments:** Can the Sede help with materials, answers, or other resources?

Position Descriptions

Director of Strategic Partnerships

- On a weekly basis, communicates with Conexiones HQ (the “Sede”) regarding team progress, strategy, and issues
- Plans and conducts weekly, 30-minute coordination meetings with VPs; ensures team members who cannot attend make reports, receive information and responsibilities
- In coordination with VPs, defines country-by-country marketing strategy and weekly goals/action items
- Organizes and cultivates team communication
- Ensures team meets outreach goals by:
 - A. Example
 - B. Making specific assignments
 - C. Following up
 - D. Encouraging VPs while holding them accountable
- Identifies, interviews and integrates new VPs into the existing team

VPs of Strategic Partnerships

- Assist **Director of Strategic Partnerships** in developing city/regional/country marketing strategies and weekly goals
- Represent Conexiones Inc. to government, nonprofit, and corporate entities throughout Latin America and Africa
- Proactively engage multiple international marketing channels
- Provide weekly progress reports to **Director of Strategic Partnerships**
- Regularly attend weekly coordination meetings

Note: Conexiones will cover all expenses relative to international phone calls using the VoiP Software