

PARTNERSHIPS EXPERT POSITION DESCRIPTION

Partnerships Expert Mission:

To provide advice and guidance to Strategic Alliances staff on initiatives related to the prospecting, negotiation, and maintenance of relationships (Partners, Prospective Partners and Sponsors). Ideate and catalyse the development of resources to support Strategic Alliance Chairs at the Chapter level.

Qualifications:

- Recognized leader of Strategic Alliances within EO by either:
 - volunteering as a Strategic Alliances Chair of a chapter, or
 - volunteering in another leadership position while actively supporting Strategic Alliances initiatives
 - Experience participating in a Strategic Alliances role for a chapter, regional, or global event
- Consummate sales person
 - an excellent story teller
 - capable to position the EO value proposition compellingly
 - has high degree of sensitivity to adjust pitch to different types of personalities and organizations
- Background and/ or current business with powerful corporate access, with the ability to find direct, decision -level entry points based on existing strong network.
- Must be an EO member in good standing
- Must be aligned with EO goals, mission and vision

Expectations and Responsibilities:

- The term for a Strategic Alliances Expert is two years
- Conference calls 01-02 times a month
- Lead the Monthly Functional Call with Strategic Alliance Chairs
- Support Strategic Alliance Chairs with resources, best practices and expertise. Vet leads and pursue with the support of the functional Strategic Alliance Staff
- Individual communication with Strategic Alliances Staff (as needed) to package a meaningful partnership.
- Commitment to support the regional action plan and collaborate with Member Experience Director
- Responsible for defending the white paper for Regional Partnerships alongside the MED
- Support Partner engagement at in-person or virtual events

Term and time commitment:

- Two years term
- Attendance Expert Training (in-person/ virtual)

Applying and accepting a PoL role may require that you choose between the PoL role and being an EO trainer or facilitator. **Per EO's Conflict of Interest Policy, Tier 3 member leaders will be reviewed on a case-by-case basis to determine potential conflict of interests under the policy.** For questions, please contact pol@eonetnetwork.org

