



WORKING PARTNERS MANAGER

Position Type: Regular full time (exempt)

Reports to: Director of Development

Location: Hurricane, Utah/Zion National Park

Working Partners Manager will play a pivotal role in expanding the Zion Forever Project's Philanthropic mission. This position works closely with the Director of Development and provides leadership and capacity in key strategic areas, namely expanding philanthropic donations by leveraging local or national business connections in relevant industries. Partners may include local hotels and restaurants, national brands, and anything in between. This position will also lead & develop training for internal teams, including entry-level employees, park service staff, and local community partners in order to increase park store giving. This position reports to the Director of Development.

WHO WE ARE

Zion National Park Forever Project (ZFP), a leader in non-profit public lands partnerships, believes that our employees are our greatest strength. As such, we are seeking a full-time Working Partners Manager that is committed to our mission as the non-profit partner of Zion National Park, Cedar Breaks, and Pipe Spring National Monuments and providing our staff members with an exceptional brand experience. From the moment of hire, we want our employees to engage in the mission of ZFP and to understand the value of the contribution that each person makes to this important work.

The Forever Project's headquarters are in Zion National Park. The Working Partners Manager position would be based out of the philanthropy office in Hurricane, UT, with fieldwork and travel expected. Remote work is available for a candidate with outstanding industry business connections in non-local areas. Willingness to work evenings and weekends as required (minimal).

WHAT YOU'LL DO:

The Working Partners Manager is responsible for the following:

Leads:

- Cultivate existing and initiate new Corporate Partner relationships in Zion area communities (Springdale, Kanab, Cedar City, Salt Lake).
- Develop and implement orientation and ongoing training for ZFP Park Store employees, as well as other ZFP partners.

- Develop content and associated materials (in conjunction with MarComm department) related to the expansion of Corporate Partnerships outreach (Slide Decks, e-mail campaigns).
- Build upon and expand the Corporate Partner toolkit (digital, print materials, Z signature product).
- Develop Corporate Partner program content to drive Strategic Plan and Zion Forever mission.
- Work with MarComm Manager to develop and distribute content and messaging for partners (in-room messaging, lobby messaging), integrated for both digital and print distribution.
- Ensure that the Zion Forever message, mission, and branding are consistent and meaningfully integrated into the partner's existing outreach and messaging.

Supports:

- Assist Director of Development in developing best practices for in-park information to capture and oversee in-park giving initiatives.
- Assist MarComm team with brand alignment and partner collateral.
- Work with Annual Giving and Grants Coordinator to align grassroots efforts.
- Ensure database management of all Working Partner contributions.
- Support Internal Philanthropy team culture and processes for team development.
- Work closely with the entire philanthropic organization to plan and lead various events and promotions, especially related to potential events hosted by partner organizations.

KEYS TO SUCCESS (THE MUST-HAVES)

To be successful in this job, you will excel in these areas:

Hard skills:

- Bachelor's degree in relevant field required; advanced degree preferred.
- A minimum of 3-5 years of progressive experience in corporate engagement, fundraising, sales, and/or marketing is required.
- Existing connections within relevant local or national industries are preferred.
- Demonstrated ability to execute comprehensive and integrated Corporate Participant Program, including experience growing market.
- Excellent interpersonal and communication skills.
- Ability to work with minimal supervision and as part of a team of highly enthusiastic, dedicated people focused on engaging donors, prospects, and partners in the vital work of our organization.
- Any combination of education and experience equivalent to the above minimum qualifications.

Soft skills:

- Committed to continual learning and teaching, to the ZFP mission, and to advancing a culture of inclusion in the organization and in Zion.
- Excellent communication and relationship skills with a variety of internal and external stakeholders.
- Collaborative, creative, and flexible.
- Highly independent, self-starter who displays initiative in taking on new projects as requested.
- Creative thinker and open-minded problem solver with a calm and flexible demeanor.
- Able to prioritize, quickly manage multiple projects, and meet multiple deadlines.

WHAT ELSE YOU SHOULD KNOW

We value diversity among our staff just as we value it among park visitors. Zion Forever is an equal opportunity employer, and we encourage people of all backgrounds to apply to join our team.

This is a full-time, exempt, benefit-eligible position located in southern Utah. Work will be based in Hurricane, Utah most days. Working from home is flexible on days when in-office work is not required. Housing is NOT available.

Salary is commensurate with experience. ZFP provides a comprehensive benefits package. Following a 90-day introductory period, you will be eligible for a broad array of benefits including vacation and holiday pay, sick leave, employer-supplemented health benefits package including medical, dental, vision, and health savings account (HSA) plan, long-term disability, and life insurance, a 401(k) retirement plan, discounts in our park stores, and an annual America the Beautiful National Park Pass.

HOW TO APPLY

Well-qualified applicants should send a resume and compelling letter of introduction describing your suitability for the position to Elizabeth Fiala, HR Manager, Zion Forever Project, at elizabeth.fiala@zionpark.org. For questions, contact Elizabeth Fiala or Stephani Lyon at stephani.lyon@zionpark.org.

*RRMP involvement

*local chambers, VB's, etc

*ZRC

*Tourism Bureau relations