### THE ORGANIZATION

#### In a Nutshell

*The Nevada Independent* is the Silver State’s only nonpartisan, nonprofit news organization. Our mission is to deliver high-quality, in-depth journalism on the matters that mean the most to Nevadans - and to hold government and public officials accountable. We aim to educate our readers, while also encouraging them to engage, in order to elevate and broaden the scope of civic debate in the state.

#### Fast Facts

- **Established:** 2017
- **Employees:** 20+
- **Annual Budget:** $2.4M

#### Organizational Growth

- **500%** growth in digital readership in the past two years
- **200%** increase in reader donations in the past year
- **150%** growth in event revenue in the past two years

### THE POSITION

#### Your Job

**Summary:** The Director of Strategic Partnerships will execute the organization’s institutional fundraising and sponsorship sales (corporate, foundation and organizational) by researching, cultivating, soliciting and stewarding relationships with potential organizations that share *The Nevada Independent’s* values and who want to partner to help achieve its mission. Responsible for meeting earned and contributed income targets as set by the senior leadership team.

**Specific Responsibilities:**
- Develop growth strategies for and execute plans to increase revenue opportunities
- Help set and achieve budgeted revenue in partnership with senior leadership team
- Manage relationships with existing institutional donors and corporate sponsors
- Present and sell sponsorships to events held by *The Indy* including IndyTalks, IndyFest and others
- Conduct qualitative and quantitative research to identify new sponsors and partners

### YOU

This role is a fit if...

- you have a minimum of 3 years of relevant sales or development experience
- you have experience with and an understanding of the nonprofit fundraising space, preferably (but not necessarily) in Nevada
- you are collaborative but also able to work independently and hold yourself to a high level of accountability for results
- you are comfortable dealing with people at all levels of an organization from front line employees to senior leadership
- you are tenacious, self-aware, and mindful of necessary steps to achieve and accomplish organizational goals
- you are passionate, high-energy and perceptive
- you are creative, strategic and analytical
- you have excellent verbal, written and interpersonal communication skills as well as solid organizational and time management skills
- you are highly organized, detail-oriented and self-motivated
- you have the ability to thrive in a dynamic and adaptive environment and are able to handle pressure well
- you are proficient with Google office tools and comfortable in a remote environment
| Cultivate new prospects, both locally and nationally; engage as appropriate via face to face and/or Zoom solicitations; identify information needs and concerns to move them along the sales cycle. |
| Partner with the Chief Revenue Officer (CRO) and other members of the revenue and senior leadership team to develop brand communications, marketing and PR strategies; take the lead in adapting communications for target audiences. |
| Set up and manage systems to track and report on progress towards goals including contacts, proposals, grants, pledges and cash-flow projections. |

**Your Team**
- You report to Chief Revenue Officer Brett Burke
- You will collaborate with other team members to develop programs and opportunities that drive revenue results.

**Your Life**
Location: **Las Vegas, Nevada**
Start date: **ASAP**
Salary range: **$90-110K**
Benefits: **100% employer paid health insurance plan, 401(k) plan with up to $2,450 match, 15 days of PTO per year plus 10 paid holidays annually**

**Your Impact**
"You will help take The Indy from a sustainable endeavor to a growing, lasting institution with a far-reaching impact on Nevada."
Jon Ralston
Founder and CEO
*The Nevada Independent*

**Your Next Step**
Click [here](#) to answer a few questions and upload your resume.