

**Organization:** Foundation for New York's Strongest

**Title:** Deputy Director, Partnerships

**Location:** New York City

**Deadline to apply:** Until position is filled

### **About the Foundation for New York's Strongest**

The Foundation for New York's Strongest, Inc. is the official nonprofit organization of the New York City Department of Sanitation. Supported by private funding and in-kind donations, the Foundation leverages non-traditional strategies to promote sustainability and advance the essential services Sanitation employees provide by:

- Emphasizing New York's Strongest as one of the City's emergency responders and highlighting their critical, daily service;
- Forging partnerships with private-sector organizations to move New York City toward sending zero waste to landfills by 2030; and
- Working to establish an educational museum dedicated to DSNY's rich history, current operations and vibrant future.

### **Deputy Director, Partnerships**

- Are you an entrepreneurial-minded relationship manager who loves to activate, engage and grow strategic relationships?
- Are you passionate about sustainability and zero waste?
- Do you have a proven record in getting consensus to drive a project or changing behavior through communication and engagement?

The Foundation for New York's Strongest is growing its leadership team and hiring Deputy Directors to take hands-on responsibilities in operations, fundraising, and creative work, and to lead projects within the three core missions of the Foundation. This is an exciting opportunity to help build and shape the future of year-old non-profit, backed by the Department of Sanitation, that has already achieved some significant success, from an unprecedented event at NYC Fashion Week to highlight the role of Sanitation Workers and the impact of reuse in the fashion industry, to a 1,200+ person event to bring together key stakeholders in the food waste reduction space.

### **Key Responsibilities**

- Work with Executive Director, Deputy Director of Development to identify sustainability-oriented corporate funding streams or partnership interests, e.g. food waste or textile recovery
- Build relationships with sustainability- and climate-oriented corporate and philanthropic organizations, make introductions to Deputy Director of Development
- Develop proposals for events in coordination with partner organizations,
- Provide Executive Director support in an ongoing basis for the NYC Food Waste Fair, Microgrant Projects, Consumer Food Waste Campaign, and other food waste-related initiatives

- Develop opportunity matrix for other areas of engagement, like textiles, by mapping the landscapes and providing recommendations on partner organizations and other ways to develop / implement specific projects
- Identify existing Department resources, if any, to support (operationally or otherwise) such initiatives and develop standardized protocol for Department involvement in such projects

At this time, this Deputy Director role is a volunteer position that will require 5-15 hours of time per week. Deputy Directors will report directly to the Executive Director of the Foundation, and work closely with the Executive Director to report all activities to the Foundation's Board of Directors. Candidates presently employed by the Department of Sanitation will be able to fulfill their responsibilities during their current work schedule, pending approval from their manager. Candidates not presently employed by the Department of Sanitation may be required to attend meetings (virtual or in-person) at DSNY offices.

### **Our Ideal Candidate**

- Entrepreneurial-minded and comfortable working in a fast-paced, dynamic environment
- A creative self-starter with a 'make stuff happen' mentality
- Ability to establish strong relationships with stakeholders inside and outside of the Department of Sanitation
- Strong written and verbal communication skills
- Demonstrated ability to drive results, prioritize activities and meet deadlines
- Alignment and commitment to the Foundation for New York's Strongest mission
- Specialized skills include:
  - Thought leadership on current / emerging trends and opportunities in sustainability
  - Comfortable approaching new contacts, reaching out to existing contacts to leverage partnership opportunities
  - Comfortable with public speaking, ability to represent the Foundation and speak publically on its programs / initiatives in an official spokesperson role
  - Ability to work some evenings or weekends for industry events

### **Benefits**

- Flexible and independent working schedule, with big opportunities to take on significant leadership roles and own projects and deliverables
- Professional development; the Foundation is able to support individuals with limited experience with courses and other opportunities to hone their craft
- Opportunity to work from a creative co-working space once a week

### **Application Process**

To express interest in the position, please email [strongest@dsnyc.gov](mailto:strongest@dsnyc.gov) with a brief letter outlining your interest and qualifications, and include your resume and a writing sample. Select candidates will be invited to interview with the Foundation's Executive Director and the Foundation Board, and may be asked for professional references. Following each one year period of service, both the candidate and the Foundation Board will have an opportunity to evaluate performance and choose whether to extend the volunteer position for an additional year of service.