

Ohio Farm Bureau Federation

Job Description

Exempt

Non-Exempt

Date Written January 2019

Job Title:	Vice President of Strategic Partnerships
Person in Position:	
Reports To:	Executive Vice President
Department:	Strategic Partners
Location:	State Office
Pay Band:	10
Company Car:	Yes

POSITION SUMMARY: The Vice President of Strategic Partnerships creates and manages key relationships that increase the visibility and brand of the organization. The goal of the position is to lead efforts to drive revenue for the Federation by offering valued products, services, solutions and growing existing and building new partnership opportunities for the organization.

Primary Duties:

1. Develop a vision to implement new and grow existing partnerships
2. Strategize, develop and direct effective partnership activities for the organization.
3. Lead efforts, along with executive vice president, related to growing the OFBF and Nationwide relationship.
4. Lead efforts to grow additional existing partnerships and develop new partnership opportunities, including assisting in the identification of potential partnerships, benefit needs of relevant stakeholders and new market opportunities.
5. Champion and manage new projects to create stronger partnerships.
6. Manage the relationship with members and vendors to build the brand and business.
7. Collaborate within and outside the organization as needed to devise strategies and tactics for developing and growing partnerships. Liaise with partners to solve issues and communicate needs.
8. Manage new Strategic Partnerships Department that consists of Nationwide Relations, Strategic Partnership Relations, OFB Foundation, OFBF Development Corporation, Member Benefits, Member Programs and Services (YAP, Youth, Leadership Development), and Events.
9. Contribute to OFBF media efforts as needed.
10. Manage internal workflow, track revenue and expenses, track project performance, meet budgetary objectives and report to management and the Board as directed.
11. Build and maintain key contacts across the food, agriculture, business, education, political landscapes and more.
12. Daily monitoring of actions of key partners and sharing content with key staff and leaders.

13. Identify and prepare coworkers and members for specific events/activities.
14. Plan/carryout special events.
15. Collaborate with counterparts in other ag groups, state Farm Bureaus and American Farm Bureau.
16. Preparing materials, communications, reports and more related to growing and maintaining strategic partnerships.

Additional Duties:

- Other assignments as assigned by the Executive Vice President

MINIMUM EDUCATIONAL EXPERIENCE QUALIFICATIONS

- **Bachelor’s degree in business, agriculture business, communications, agricultural communication or related field**

MINIMUM SKILL QUALIFICATIONS

- **Strong networking skills and influence management skills that translate into building commitment and driving actions across the organization**
- **Strong ability to communicate and develop professional relationships with a wide variety of current and potential organizational partners and members**
- **Excellent client-facing and internal communication skills including verbal and written, attention to detail and multitasking skills**
- **Strong ability to communicate on agricultural topics including (but not limited to) agricultural business, agricultural production, policy, economics, food issues, science, social issues, environmental issues**
- **Strong sales, project management, business, budgeting and financial management skills with a track record of success**
- **Supervision, coaching and performance management experience**

PREFERRED QUALIFICATIONS

- **Minimum of five (5) years experience in a related position, preferably as a manager**
- **Ability to manage employees, budgets**
- **Goal oriented**

Employee Signature

Date

The employee’s signature indicates that the description has been reviewed with the employee and that employee is aware of duties for which employee is responsible. Management has the right to change or add duties at any time.

AS/sg 01/19