

Careers

Partnerships Office Director

Help create Kelowna as a *City of the Future*. Our diverse and dynamic team strives to innovate to make things better, work as one team, serve proudly, and lead responsibly. As our Partnerships Office Director you will:

- **Cultivate Game-Changing Partnerships:** Your role is crucial in forging strong alliances across private, public, and non-profit sectors. You'll be the architect of high-profile partnerships that will shape the future of our organization and community.
- **Embrace Entrepreneurial Spirit:** With your entrepreneurial mindset, you'll identify and develop alternative revenue streams that will fuel our growth and enhance our financial resilience.
- **Advance Relationships:** Your expertise in relationship management will be key in nurturing and advancing our existing partnerships, ensuring mutual success and long-term collaboration.
- **Foster Intergovernmental Relations:** You'll act as the vital link between our organization and government entities, enhancing our influence and securing support for our initiatives.
- **Secure Grant Funding:** With your keen eye for opportunity, you'll navigate the grant landscape to secure funding that will support our ambitious projects and drive innovation.

You have a post-secondary degree in fields like public/business administration, finance, accounting, economics, or marketing. You also have 10 years of experience in the public and/or private sector where you honed your expertise in project management, planning, design, and development. You are a strategic thinker that sees the big picture and navigates the complexities of developing high-impact partnerships. You are a relationship builder, with a talent for fostering strong connections. Your interpersonal skills shine in any setting, and you're as comfortable in boardrooms as you are in community gatherings. You are an innovative entrepreneur which drives you to explore new revenue avenues and challenge the status quo. You are not afraid to take calculated risks to achieve outstanding results. You are an inclusive collaborator and believe that the best solutions come from diverse perspectives. You are an agile negotiator, and your negotiation skills help you secure the best outcomes for our organization and partners.

Live, work and play in one of Canada's fastest growing cities. Kelowna boasts miles of lake access, public areas and outdoor recreation opportunities, a vibrant downtown and cultural scene, healthy and connected neighbourhoods, and a world-renowned College and University. You are only a quick link to the world via the Kelowna International Airport. Grow your career in an organization that supports employee work-life balance and career and professional development. This exempt position offers a salary range of \$154,700 to \$180,400, employer-paid comprehensive benefits, an earned day off program, paid vacation and one of Canada's top pension plans.

Apply online at [Kelowna.ca/Careers](https://kelowna.ca/Careers) by July 2, 2024