



DIRECTOR OF CORPORATE PARTNER ENGAGEMENT

ATLANTIC COUNCIL

Flexible – D.C. or New York City



The Aspen Leadership Group is proud to partner with the Atlantic Council in the search for a Director of Corporate Partner Engagement.

The Director of Corporate Partner Engagement will design and implement a fundraising strategy to secure sponsorships for the Atlantic Council's two flagship dinners, the Distinguished Leadership Awards in Washington, D.C., and the Global Citizen Awards in New York City, partnering closely with corporations, board members, and strategic partners internally and externally, including the President and key members of the leadership team. The Director will develop and manage new strategic partnerships while expanding existing relationships to support the Atlantic Council's flagship convenings in the United States and abroad. The Director will be a core member of the team charged with executing the strategic vision for the Atlantic Council's awards dinners. Among the Director's chief priorities will be producing bespoke opportunities and strategic partnerships tied to each awards dinner to facilitate the development of key relationships across the Atlantic Council that grow well beyond participation in the dinner.

Driven by its mission of "working together to secure the future," the Atlantic Council promotes constructive leadership and engagement in international affairs based on the Atlantic Community's central role in meeting global challenges. The Council provides an essential forum for navigating the dramatic economic and political changes defining the twenty-first century in order to adapt, revitalize, and defend the international rules-based order. Through the papers it writes, the ideas it generates, and the communities it builds, the Council shapes policy choices and strategies to create a more secure and prosperous world.

Its focus on results attracts an extended network of global citizens who join its community of influence. For heads of state and government, the Council is a powerful platform for connecting with a uniquely relevant audience. Businesses find a place for understanding a rapidly evolving world, its impacts on markets, and means to contribute to the public interest. For global strategists, it is a vehicle to navigate the trends shaping the future. The Council's fourteen programs and centers work together in a way that mirrors how real policy is created: not in a vacuum, but in a collaborative effort that draws from a range of expertise to address multiple issues, steered by an over-arching strategy and worldview.

The Atlantic Council community believes that by working together, a better global future can and should be secured. Succeeding in its mission requires the hard work of building consensus, including rather than excluding partners, while also broadening awareness of its mission's importance among the public and preparing a new generation of leaders to take up the mantle of fostering a better global future.

REPORTING RELATIONSHIPS

The Director of Corporate Partner Engagement will initially report to the Senior Vice President, Global Engagement and Impact, Gina E. Wood. The Director will supervise an Assistant Director.

FROM THE SENIOR VICE PRESIDENT

The Atlantic Council is one of the fastest growing “think tanks” in Washington, D.C. and is driven by our mission of “shaping the global future together.” My experience as a leader and colleague to nearly 200 staff is gratifying, because we share a vision of promoting and galvanizing US leadership and engagement in the world alongside allies and friends. Together, we provide an essential forum for navigating the dramatic economic, political, and technological changes defining the twenty-first century through our 14 programs and centers and our newest Global China Hub. As we continue to expand our commitment to recruiting top talent to support our work, I’m thrilled about this new position that is critical to our success.

The Director of Corporate Partner Engagement will play a central role in the planning and execution of the Atlantic Council’s flagship galas, the Distinguished Leadership Awards in Washington, D.C., and the Global Citizen Awards in New York City. As the Council’s most important convenings, these two awards dinners are critical to the organization’s fundraising and stewardship efforts, and have become fixtures of the social calendar in both cities. With world-class honorees and 500–800 guests each, the dinners are a complex operation and a source of pride for the entire organization.

The Director of Corporate Partner Engagement will have the opportunity to substantially contribute to the overall vision for the events and will be trusted to bring it to life — working closely with the Atlantic Council President and CEO, Board of Directors, externals partners, and Atlantic Council colleagues.

We are seeking a proven leader with significant experience implementing and executing a fundraising strategy for large-scale events in a fast-paced environment. The Director of Corporate Partner Engagement will maximize the impact of our outreach efforts with ad-hoc communication strategies, and ensure that our current and prospective sponsors see the value and impact of their investments, through the dinners and beyond.

–Gina E. Wood, Senior Vice President, Global Partnerships and Impact

THE ATLANTIC COUNCIL'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION TO MORE EFFECTIVELY SHAPE THE GLOBAL FUTURE TOGETHER

Since its founding in 1961, the Atlantic Council’s mission has been inclusion in a fundamental sense: helping Americans understand that they are part of a broader international community. The Atlantic Council has distinguished itself as an institution where Americans work collaboratively with its counterparts in allied and partner countries to develop ideas, propose solutions, and build a better world. Then, as now, the organization was animated by diverse views and perspectives. Diversity has always been and will always be a competitive advantage. It’s an engine for exponential growth and exceptional performance. Today, the Atlantic Council cherishes its status as a diverse international organization, where those who speak different languages, have different political points of view, and come from different national, religious, and ethnic backgrounds draw on their varied experiences to enrich its work. It also recognizes it can, must, and will do more.

The Atlantic Council is committed to strengthening a culture that celebrates diversity, strives for equity, and breaks down barriers in pursuit of inclusion. Only an organization that reflects the world around it—

and that acknowledges historical inequities, structures, and biases that perpetuate them to this day—can work to dismantle these barriers to progress and thus help shape a better, more just global future. Its mission is global, but its work begins at home.

Succeeding in its mission requires the hard work of building consensus and ensuring the inclusion of diverse partners. Just as importantly, it means engaging all segments of the public and preparing a new generation of diverse leaders to act on the core conviction that brought the Atlantic Council into existence at an earlier time of historic tension and volatility: a better future for the world is out there—and it can only secure it by working together in unity.

PRIMARY RESPONSIBILITIES

The Director of Corporate Partner Engagement will

- design, oversee, and implement the fundraising strategy for two awards dinners, including but not limited to table sales, customized opportunities, and in-kind partnerships, working closely with corporations, board members, and strategic partners internally and externally;
- lead the strategic planning of the dinners as a key member of the Development team;
- conduct prospect research and develop strategies for implementation, including but not limited to meeting with prospects and donors to sell sponsorship opportunities;
- develop creative strategies to retain existing support and attract new sponsors;
- lead external communications for the awards dinners by developing marketing materials, promotion, and social media in close coordination with the engagement team;
- coordinate with the Deputy Director of Board Relations and Strategic Planning, Director of Flagship Events and Special Initiatives, and Executive Office on strategically seating sponsors, board of directors, and VIP guests at each awards dinner; and
- oversee the strategic engagement of donors with relevant bodies of work across the Atlantic Council to facilitate continued partnership and growth, through and beyond the dinners.

LEADERSHIP AND KEY COLLEAGUES

Frederick Kempe

President and Chief Executive Officer

Frederick Kempe is the President and Chief Executive Officer of the Atlantic Council. Under his leadership since 2007, the Council has achieved historic, industry-leading growth in size and influence, expanding its work through regional centers spanning the globe and through centers focused on topics ranging from international security and energy to global trade and next generation mentorship.

Before joining the Council, Kempe was a prize-winning editor and reporter at the *Wall Street Journal* for more than twenty-five years. In New York, he served as Assistant Managing Editor, International, and columnist. Prior to that, he was the longest-serving editor and associate publisher ever of the *Wall Street Journal Europe*, running the global *Wall Street Journal's* editorial operations in Europe and the Middle East.

In 2002, *The European Voice*, a leading publication following EU affairs, selected Kempe as one of the fifty most influential Europeans, and as one of the four leading journalists in Europe. At the *Wall Street Journal*, he served as a roving correspondent based out of London; as a Vienna Bureau chief covering Eastern Europe and East-West Affairs; as chief diplomatic correspondent in Washington, DC; and as the paper's first Berlin Bureau chief following the unification of Germany and collapse of the Soviet Union.

As a reporter, he covered events including the rise of Solidarity in Poland and the growing Eastern European resistance to Soviet rule; the coming to power of Mikhail Gorbachev in Russia and his summit meetings with President Ronald Reagan; the wars in Afghanistan, Iraq, and Lebanon in the 1980s; and the American invasion of Panama. He also covered the unification of Germany and the collapse of Soviet Communism.

He is the author of four books. The most recent, *Berlin 1961: Kennedy, Khrushchev, and the Most Dangerous Place on Earth*, was a New York Times Best Seller and a National Best Seller. Published in 2011, it has subsequently been translated into thirteen different languages.

Kempe is a graduate of the University of Utah and has a master's degree from Columbia University's Graduate School of Journalism, where he was a member of the International Fellows program in the School of International Affairs. He won the Columbia Graduate School of Journalism's top alumni achievement award and the University of Utah's Distinguished Alumnus Award. He is a member of the Council on Foreign Relations and Gender Champions in Nuclear Policy.

For his commitment to strengthening the transatlantic alliance, Kempe has been decorated by the Presidents of Poland and Germany and by King Carl XVI Gustaf of Sweden.

Gina E. Wood

Senior Vice President, Global Partnerships and Impact

Gina E. Wood is the Senior Vice President for Global Partnerships and Impact at the Atlantic Council. She oversees all aspects of cultivating and sustaining strategic partnerships with corporations, foundations, governments, and individuals. As chief revenue officer, she leads the fundraising and outreach strategy to strengthen and expand on key relationships with the public and private sectors to include identifying new partnerships both in the United States and abroad. Wood is a member of the Management Committee representing the organization's senior management and focuses on the organization's impact. She previously served as the Vice President for Philanthropic Partnerships where she operationalized and expanded foundation and government funding that significantly contributed to increasing overall revenue from approximately \$24 million to over \$42 million in the last four years.

Before joining the Atlantic Council, Wood was Senior Director of Program Development at the Bipartisan Policy Center (BPC). In this role, she worked closely with the leadership to identify and strategically secure foundation funding. Prior to joining BPC, she was Director of Policy and Planning at the Joint Center for Political and Economic Studies where she led the planning and fundraising to launch two new institutes – Media and Technology, and Civic Engagement and Governance. Wood directed a national initiative focused on climate change and served as Interim Director of the Health Policy Institute.

Wood has extensive state and federal government experience. She served in the cabinet of former South Carolina Governor Jim Hodges and was unanimously confirmed by the State Senate. While living in Oregon, she served as legislative assistant to the first African American woman elected to state office and in the executive branch working for three governors. Her federal government experience at the US Department of Justice included Staff Director of the Coordinating Council on Juvenile Justice and Delinquency Prevention, chaired by former US Attorney General Janet Reno, and comprised of 19 members including six cabinet secretaries. She worked closely with the administrator of the Office of Juvenile Justice and Delinquency Prevention in program planning to support the allocation of discretionary funding.

An active member in the Northern Virginia community, Wood is a member of the National Coalition of 100 Black Women, Inc., University of Richmond's Customer Experience Program Advisory Committee, and served on the Fairfax County Chairman's Task Force on Equity and Opportunity. She was recently invited by the Chairman, Board of Supervisors and Chairman of the Public Safety Committee to serve on the

community working group to review a recent study on Use of Force and provide recommendations. Wood received her bachelor's degree in communications from the University of Missouri.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Atlantic Council seeks a Director of Corporate Partner Engagement with

- a commitment to the Atlantic Council's mission of *shaping the global future together*, and a desire to address the challenges in the global community through international work;
- an interest in and understanding of international affairs and foreign policy;
- a track record of successfully developing and sustaining strategic partnerships (this may include, but is not limited to private sector sales, nonprofit fundraising, or other types of business development);
- first-rate organizational skills and the ability to execute, prioritize, and follow through with various fundraising priorities;
- strong research skills with ability to “connect the dots” to showcase the value of the Atlantic Council and its flagship convenings to potential donors;
- excellent written and verbal communication skills, with meticulous attention to detail;
- an interest and understanding of international affairs and foreign policy;
- an ability to work under pressure while meeting deadlines in a fast-paced, rapidly changing global environment;
- an ability to balance multiple tasks and remain flexible, adaptive, and positive in a fast-paced environment;
- policy experience and/or education (preferred); and
- aptitude for Salesforce or similar CRM system (preferred).

A bachelor's degree is required for this position as is at least seven years of related work experience with a background in event sales and marketing.

SALARY AND BENEFITS

The Atlantic Council offers a competitive salary and benefits package including competitive health, dental, vision, life, and retirement plans; paid parental leave; pre-tax parking and transit benefits; legal and ID theft protection; pet insurance; regularly scheduled social events; in-house fitness facility; generous vacation; sick and holiday leave policies; a pay for performance culture; and discount programs.

LOCATION

This position offers flexible location, with a preference for Washington, DC or New York City.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Atlantic Council as well as the responsibilities and qualifications presented in the position prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

The Atlantic Council is an Equal Opportunity Employer. It does not discriminate on the basis of race, religion, color, sex, gender identity or expression, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status, or any other legally protected characteristics covered by applicable law. The Atlantic Council is committed to working with and providing reasonable accommodation for all qualified individuals and bases all employment decisions on qualifications, merit, and business need. All inquiries will be held in confidence.

To apply for this position, visit:

[Director of Corporate Partner Engagement, Atlantic Council.](#)

To nominate a candidate, please contact Steven Wallace:

[stevenwallace@aspingleadershipgroup.com.](mailto:stevenwallace@aspingleadershipgroup.com)