



DIRECTOR OF ADVANCEMENT

ABOUT THE PERMIAN STRATEGIC PARTNERSHIP (PSP)

The [Permian Strategic Partnership \(PSP\)](#) is an unprecedented coalition of 27 leading Permian Basin energy companies and higher education institutions that have come together to support the communities of the Permian Basin. The PSP collaborates with like minded organizations, local and national leaders, and public partners to develop and implement strategic plans that foster superior schools, safer roads, quality healthcare, affordable housing, and a trained workforce. The PSP has directly invested over \$160 million in Permian Basin projects and contributed to collaborative investments totaling more than \$1.5 billion.

SUMMARY OF THE POSITION

PSP seeks a dynamic, dedicated leader to serve in a new position as a **Director of Advancement**. The person in this position should be a strategic thinker that can generate revenue and other support for the varied initiatives that PSP and its members promote. The Director should possess a talent for cultivating long-term and trusted relationships and should be an exceptional communicator.

The Director will engage in direct fundraising with key potential donors and build strong relationships with current donors and members to expand important initiatives within the Permian. This position will be responsible for interfacing with various stakeholders across PSP focus areas to identify and build key relationships on behalf of PSP. Successful execution of this role will enhance the community and stakeholder experience while deepening relationships and trust with PSP.

ESSENTIAL RESPONSIBILITIES

- Builds, maintains, and grows strategic community and external company relationships including organizations outside of the Permian Basin.
- Identifies potential prospects and other successful partnerships for new fundraising opportunities, including foundations, individual donations, corporate sponsorships, and events.
- Evaluates “fit” of potential relationships to identify those that would be in greatest alignment with the mission, goals, and outcomes of the Permian Strategic Partnership.
- Achieves a high level of community and member satisfaction by delivering excellent service in all areas of this role.
- Participates in stewardship activities including member identification, cultivation, and solicitation; develops relationships with potential members and establishes new relationships for future partnerships and referral opportunities.



- Works with the PSP team to gather data for quarterly reports, maintain reporting on capital investments and activities, and assist with preparing board materials.
- Works directly with Senior Leadership to establish annual capital strategy and analyze and measure past capital development outcomes against key performance indicators.
- Assist in other activities as needed that will deliver strong relationships with current and potential funders and member companies; travel as needed.
- Other duties as assigned.

EXPERIENCE AND EDUCATION

The ideal candidate will have seven to ten years of proven leadership experience, with a strong background in business development, fundraising or relationship management experience in a public, private and/or non-profit organization. Additional qualifications include the following:

- Entrepreneurial leader with extensive experience in managing high-level relationships effectively.
- Strong results and performance-orientation; self-directed with the ability to plan strategically, execute well, and adjust plans as needed.
- Works well under tight deadlines and adept at handling multiple tasks without sacrificing attention to detail.
- Impeccable reputation for integrity and judgment; strong ethics and trustworthiness.
- Business savvy; mature, confident, and self-reliant; builds relationships in a positive, professional manner.
- Proven track record of achieving ambitious revenue targets.
- Demonstrated passion for, knowledge of, and involvement in the Permian Basin communities.
- Must have five to seven years' experience handling stakeholder relationships, preferably relationships with high profile contacts in healthcare and education.
- Exceptional communication skills (verbal, written, and graphic), preferably prior public speaking experience; a master at presenting information, ideas, and results is critical.
- Bachelor's Degree in business, marketing or other related field required.

HOW TO APPLY

Interested candidates should apply [here](#). Letters of interest will be received until **January 19, 2024**. Applications will be reviewed as they are received.

The compensation package is commensurate with experience and includes a competitive base salary, bonus incentive, healthcare benefits, 401k, and vacation. The ideal candidate will live in Texas or New Mexico and be able to travel as needed. The position reports directly to the President/CEO of PSP (located in Midland, TX).

We will contact those candidates who most closely match our requirements. Thank you in advance for your interest.

Learn more about the Permian Strategic Partnership at <https://permianpartnership.org>.



The Permian Strategic Partnership is an Equal Opportunity Employer. Applicants and employees are treated without regard to such factors as race, color, religion, gender, national origin, disability, veteran status, or any other reason prohibited by law.