



Manager of Partnerships, Oregon

About VertueLab

VertueLab is a nonprofit fighting the climate crisis by providing funding and holistic entrepreneurial support to cleantech startups. Through a decade of work, we have proven that our model can accelerate climate solutions that are key to reversing the climate crisis. We were the first in the nation to utilize patient, risk-tolerant, concessionary, and flexible capital to invest in early-stage cleantech startups.

Why we need you

The Manager of Partnerships is a part of the programs team that works closely with the ED/President to build and steward ecosystem relationships and develop strategies to amplify the organization's mission, vision and programs. They will oversee and expand our Oregon-based relationships, and ensure they are in alignment with the organization's mission and strategic goals.

Responsibilities

Key responsibilities of the Manager of Partnerships include:

- Identify, cultivate, and manage relationships with peer nonprofit partners, community organizations, government agencies, philanthropists and ecosystem members.
- Identify and cultivate opportunities to secure funding from public, philanthropic, and corporate sources that support VertueLab's ecosystem-building, policy, and programmatic efforts.
- Develop partnership strategies that align with VertueLab's mission and strategic plan.
- Represent VertueLab at key industry, government, and partner groups and events to build awareness and foster collaboration.
- Collaborate with the Programs team to identify opportunities for business development and co-develop proposals with partners.
- Provide strategic guidance to VertueLab's climate tech entrepreneur support programs regarding collaboration.
- Design and develop new programs informed by strategic partnerships, with clear objectives and resource frameworks to guide successful implementation.
- Lead efforts to convene public, private, and nonprofit stakeholders to advance the climate innovation ecosystem.
- Facilitate new collaborations that bring funding, talent, and technical resources to VertueLab and its partners.

- Engage in policy discussions and government initiatives that support climate tech and innovation to advance progressive climate and innovation policies that enable Just Transition outcomes.
- Contribute to organizational strategy, culture, and impact measurement.
- Help shape equity-centered approaches to partnership and programming across VertueLab's work with a particular emphasis on amplifying the voices and needs of underinvested innovators, entrepreneurs, and communities in the climate tech ecosystem.
- Identify and address ongoing industry narratives and create responsive content for the new and unprecedented political environment.

Ideal Candidate Profile

The successful candidate for the Manager of Partnerships role will have:

- Alignment with VertueLab's core principles, values & mission.
- Effective verbal and written communication.
- Tolerance for ambiguity and uncertainty.
- Exceptional time management and organizational skills.
- Commitment to understanding the breadth of the work and remaining curious about innovations in the field.
- Ability to initiate and work independently on projects.
- Demonstrated proactive approach to problem-solving.

Preferred Qualifications include:

- 7+ years of experience in partnership development, philanthropy, business development, or program leadership roles.
- Demonstrated success working in Oregon across public and private sectors
- Experience working in climate tech, clean energy, sustainability, or innovation ecosystems.
- Track record of overseeing complex programs or initiatives.
- Excellent communication and relationship-building abilities across diverse audiences.
- Commitment to equity and inclusion in climate and innovation work.

Bonus:

- Knowledge of the broader Pacific Northwest's climate, tech, and philanthropic landscape.
- Experience working in or with government agencies.
- Familiarity with entrepreneurial ecosystems and the needs of early-stage startups.

We welcome diverse backgrounds and experience, so even if you believe you don't check every box, we still want to hear from you!

Diversity, Equity, and Inclusion

Diversity, Equity, and Inclusion are mission-critical to VertueLab because

- The root causes of climate change and racism were cultivated in extractive economies and inequitable practices.
- Communities of Color are often the first and worst impacted by climate change.
- People closest to the problem often have innovative solutions, but don't have the capital or connections to fund and launch their innovation.

Our Values

We envision an equitable and inclusive climate tech economy in the Pacific Northwest, where empowered communities and entrepreneurs create sustainable, place-based solutions that are both scalable and just; creating environmental and economic benefits for all.

Travel

VertueLab operates without a centralized office, and most team members currently work remotely. This position offers flexibility in work location, particularly as there is no office based in Portland at this time. However, given the relationship-building and ecosystem-facing nature of this position, there will be some local travel within Oregon and Washington to attend in-person meetings, events, and convening with partners, coalitions, and stakeholders.

To Apply

Your online application includes a few basic, voluntary demographic questions included as part of our commitment to ensuring that we have a diverse pool of applicants for this position, plus two fields for uploading supporting materials including a cover letter and resume. Feel free to preview a pdf of the application prior to submission [here](#).

We ask that in your cover letter you address the following:

- How your experience and skills make you a great candidate for this position and would set you up for success in this role.
- What most excites you about this opportunity, in terms of the job scope, our organization's mission, or anything else.
- What you'd contribute to our team's culture and diversity of lived experiences and perspectives.

In your resume, please identify two references. We will notify you prior to our contacting any reference.

Questions? Please feel free to contact Jacqueline Harvey at jacqueline.bharvey@vertuelab.org

Timeline

We will begin reviewing applications on August 4th, and continue until filled.

Pay and Benefits

- Salary \$90,000 – \$100,000/yr
- Hybrid work with some flexibility in work schedule
- 11 paid holidays and flex time off
- Comprehensive benefits package, including health, dental, and vision insurance
401k with a 100% match up for the first 3% of employee's compensation contribution and an additional 50% match for the next 2% of an employee's compensation contribution.

We encourage applicants from all racial, ethnic, religious, and socioeconomic backgrounds, sexual orientations, gender identities, and functional limitations to apply, especially those from historically marginalized communities.

VertueLab is committed to building a culturally diverse organization and strongly encourages applications from people of color and members of other underrepresented groups. VertueLab is an equal opportunity employer. Qualified applicants will be considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, veteran status, or any other class protected by law.