

# Head of Partnerships

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The NSC Partnerships department embodies the corporate relationship arm of the board. The Department Officers is tasked with the cultivation and expansion of the club's corporate relationships, managing communications with current partners, and acquisition of new sponsorships. From organizing corporate events and workshops to building sustainable sponsorships, the Partnerships Department is pivotal in enhancing the skill & career development of our consultants and fellow Nova students.

## **Corporate Partner Relations Management:**

- Maintain and enhance communication with existing corporate partners, ensuring ongoing strategic alignment and the strengthening of business relationships.
- Conduct regular evaluations of partnership engagements, optimizing approaches to deliver maximum mutual value.

## **New Corporate Partnership Acquisitions:**

- Proactively research and identify potential new corporate partnerships, crafting compelling value propositions for our club's members.
- Execute targeted outreach campaigns, negotiate partnership and sponsorship terms, and secure agreements that align with the club's mission.

## **Corporate Event and Workshop Organization:**

- Lead the planning and execution of corporate events and workshops, creating opportunities for networking and hands-on skill development.
- Ensure each event is meticulously organized to foster the partners' and our members' satisfaction, deepen corporate relationships, and enhance the club's profile.

For this role, impeccable organization and communication skills are a must. We are looking for a member who will be able to autonomously manage internal and external processes.

One Partnerships Department member will be chosen as **“Head of Partnership” to lead and represent the interests of all Partnerships within the board.** The Head of Partnerships is also responsible for organizing the Partnerships department. Please indicate if you would like to apply for this role.

To apply as **Head of Partnerships**, please use [Application NSC – Fall 2024 – Head Of Partnerships] as the title of your email: [nsc@novasbe.pt](mailto:nsc@novasbe.pt)

For questions, please contact the current Head of Partnerships, Andreas Leopold (57489@novasbe.pt).