

180 Degrees Consulting Berlin is looking for a

Partnerships Executive



About 180 Degrees Consulting

180 Degrees Consulting Berlin e.V. is the Berlin branch of the [worldwide 180 Degrees Consulting network](#), the world's largest consultancy for social organizations. We train students and young professionals in human-centred design methods blended with traditional consulting tools so they can help social organizations to achieve their best possible social impact. 180 Degrees Consulting is a volunteer-led organization, so we all work pro-bono.

berlin@180dc.org | www.180dc.de | [Facebook](#) | [Instagram](#)

As Partnerships Executive you are responsible for current and prospective partner relations by developing and implementing outreach and fundraising strategies.

You are the contact person for all external stakeholders interested in establishing a long lasting partnership with 180DC Berlin.

Responsibilities

- Grow and maintain the partners network of 180DC Berlin.
- Keep an overview and track of all acquired partners as well as of all potential new partners.
- Develop a strategy to acknowledge current partners, attract new partners and the establishment of Memorandum of Understanding (MOU).
- You support the various phases of relationship work with our partners on site, from initial contact, acquisition, onboarding and the further development and deepening of cooperation.
- You coordinate with the rest of the team to set priorities in the partnerships strategy
- You make sure that the agreement with partners are respected and honoured
- You are responsible to include partners in all 180DC events by sending them invites, and update them about the activities.

Qualifications

- You are communicative, outgoing and love to talk about 180 DC's work with people and make them passionate about it.
- You have a strategic mindset in identifying possible points of collaboration.
- You are proactive, work independently and structured.
- You like to attend networking events in Berlin and introduce the work of 180DC.
- Good command of English as it is the official language of 180DC Berlin.
- Command of German is an advantage, but not necessary.
- Analytical skills, negotiation skills and strategic mindset.
- You are a team player and love the work in teams.
- You address people directly, listen to them actively and convince them with your authentic and appreciative manner.
- You are self-confident, hands-on and motivated in your own way, you are sympathetic and courteous.

You must be willing to spend 10 hours a week in this role.

What is in for you?

- Learn how to spot and create win-win situations between 180 DC and partners by being sensitive to the needs and offers that can be fulfilled by the respective other organization.
- Grow your personal network in the social entrepreneurship and consultancy scene.
- Boost your project management skills, learn how to curate and run the 180 DC program.
- Receive peer-feedback and take part in exclusive executive team workshops to ensure Learning.
- Enjoy a "once in a lifetime"-experience of being able to experiment with new formats and ideas freely and expand your toolbox.
- Join a multi-disciplinary, international team of highly ambitious young professionals, where not only results, but also friendships and long term connections results.

Does this sound like you? Then **get in touch with us** right away!

→ berlin@180dc.org