

Associate Director of Strategic Partnerships &
Engagement (4871U)
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=262523>

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Posted Sep. 15, 2025, set to expire Jun. 30, 2026

Job Title	Associate Director of Strategic Partnerships & Engagement (4871U)
Department	Rausser College of Natural Resources
Institution	University of California, Berkeley Berkeley, California
Date Posted	Sep. 15, 2025
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Associate/Assistant Director
Academic Field(s)	Development/Institutional Advancement
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Job Description	

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Associate Director of Strategic Partnerships & Engagement (4871U), Rausser College of Natural Resour

About Berkeley

At the University of California, Berkeley, we are dedicated to fostering a community where everyone feels welcome and can thrive. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

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As a world-leading institution, Berkeley is known for its academic and research excellence, public mission, diverse student body, and commitment to equity and social justice. Since our founding in 1868, we have driven innovation, creating global intellectual, economic and social value.

We are looking for applicants who reflect California's diversity and want to be part of an inclusive, equity-focused community that views education as a matter of social justice. Please consider whether your values align with our [Guiding Values and Principles](#), [Principles of Community](#), and [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and provide space for [supportive colleague communities via numerous employee resource groups](#) (staff organizations). Our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our full-time staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. Find out more about how you can [grow your career](#) at UC Berkeley.

Departmental Overview

UC Berkeley Rausser College of Natural Resources embraces the University of California's public mission, serving the people of California, our nation, and the world. We conduct fundamental and applied research in the biological, physical, and social sciences. We train and educate future leaders and scholars, and engage with public and private partners to meet the pressing social and environmental challenges of our time. Through our research, teaching, and outreach, we seek equitable, scalable, and innovative solutions that address the climate crisis, promote ecological and economic sustainability, and improve human health and well-being.

The new Master of Climate Solutions at the Rausser College is designed with a relentless focus on identifying the skills and experiences professionals need to accelerate their careers and maximize the impact they have on our planet. This one-year professional program translates fundamental science and groundbreaking discoveries, enabling professionals to learn how to evaluate technologies, develop just climate strategies, and remove barriers to implementing practical climate solutions around the world.

Position Summary

This role reports to the Masters in Climate Solutions (MCS) program Executive Director and in collaboration with the Rausser College of Natural Resources (RCNR) Dean's Office staff, focuses on developing and nurturing lasting relationships with potential partners. You'll connect students with vital

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on-campus partners and programs, while also identifying and engaging external companies and organizations to create new opportunities for the Rausser College faculty and students, including MCS capstone projects and other collaborative opportunities. Leveraging your experience as a seasoned business development professional, you'll research and analyze potential business opportunities and growth strategies. You'll also support the planning, implementation, and monitoring of new services, programs, and partnerships. Collaboration with the RCNR Dean's Office will be key to expanding industry engagement, and you'll work closely with MCS Career Services staff to support student placement.

Application Review Date

The First Review Date for this job is: 09/26/2025.

Responsibilities

- Lead the research and identification of companies, programs, agencies, and organizations to increase the visibility of the program and expand the opportunities for MCS students.
- Conduct outreach to cultivate partnerships with professionals, organizations, and alumni in climate and sustainability sectors.
- Develop successful proposals and project plans.
- Monitor and develop analysis on outreach pipeline and engagement activities.
- Plans and executes external events, networking activities, industry roundtables, and guest speaker visits.
- Applies advanced knowledge of business development practices, delivery systems, and operations to guide and influence stakeholders.
- Consult with the MCS Executive Director and staff to support MCS students job placement and student recruitment.
- Leverage on-campus partners, including Centers, Laboratories, Schools, Institutes, and Programs to identify and develop collaborative initiatives and partnership opportunities.
- Facilitate student facing opportunities for internships, projects, mentoring activities and external partnerships to strengthen program offerings.
- Consult the Dean's Office with industry engagement activities.

Required Qualifications

- In-depth knowledge of business development concepts, best practices, and functions.
- Advanced analytical, critical-thinking and problem-solving skills to assess complex issues and

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develop solutions.

- Advanced planning, project management, change management, process improvement skills.
- Advanced interpersonal skills to lead and work collaboratively and effectively with multi-disciplinary, cross-functional teams.
- Advanced written and verbal communication skills, including ability to positively interact with executives, providers, and staff at all levels.
- Advanced ability to develop comprehensive reports and presentations.
- Advanced proficiency in standardized business software and database applications (Microsoft Office, Google Workspace).
- Demonstrated leadership skills to motivate and influence others.
- Ability to achieve measurable results in a diverse stakeholder landscape balancing competing and conflicting interests.
- Ability to effectively utilize customer relationship management software such as salesforce.
- Bachelor's degree in related area and/or equivalent experience/training.

Preferred Qualifications

- Advanced degree in related area and / or equivalent experience / training

Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted annual salary range that the University reasonably expects to pay for this position is \$112,400.00 - \$163,000.00.

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- This is an exempt monthly-paid position.

How to Apply

- To apply, please submit your resume and cover letter.

Other Information

- This is not a visa opportunity.

SB 791 and AB 810 Misconduct Disclosure Requirement: As a condition of employment, the final candidate who accepts a conditional offer of employment will be required to disclose if they have been subject to any final administrative or judicial decisions within the last seven years determining that they committed any misconduct; received notice of any allegations or are currently the subject of any administrative or disciplinary proceedings involving misconduct; have left a position after receiving notice of allegations or while under investigation in an administrative or disciplinary proceeding involving misconduct; or have filed an appeal of a finding of misconduct with a previous employer.

"Misconduct" means any violation of the policies or laws governing conduct at the applicant's previous place of employment, including, but not limited to, violations of policies or laws prohibiting sexual harassment, sexual assault, or other forms of harassment, discrimination, dishonesty, or unethical conduct, as defined by the employer. For reference, below are UC's policies addressing some forms of misconduct:

[UC Sexual Violence and Sexual Harassment Policy](#)

[UC Anti-Discrimination Policy](#)

[Abusive Conduct in the Workplace](#)

Equal Employment Opportunity

The University of California is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, protected veteran status, or other protected status under state

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or federal law.

To apply, visit

https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S

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Contact Information

Please reference Academickeys in your cover letter when
applying for or inquiring about this job announcement.

Contact

N/A

University of California, Berkeley

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