

Director, Strategic Partnerships
University at Buffalo

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Downloaded On: Nov. 29, 2025 11:59am

Posted Nov. 29, 2025, set to expire Dec. 21, 2025

Job Title Director, Strategic Partnerships
Department SOM Alumni Engagement and External Relations
Institution University at Buffalo
Buffalo, New York

Date Posted Nov. 29, 2025

Application Deadline 12/21/2025
Position Start Date Available immediately

Job Categories Director/Manager

Academic Field(s) Development/Institutional Advancement
Alumni Relations

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Job Description

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Director, Strategic Partnerships

Position Information

Position Title: Director, Strategic Partnerships

Department: SOM Alumni Engagement and External Relations

Posting Link: <https://www.ubjobs.buffalo.edu/postings/59977>

Job Type: Full-Time

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Posting Detail Information

Position Summary

The University at Buffalo [School of Management](#) is seeking a **Director, Strategic Partnerships** responsible for creating, strengthening, and managing strategic partnerships with corporations, non-profit organizations, and key stakeholders. This individual will proactively identify, cultivate, and solicit partnerships that provide significant value to the school by supporting research excellence, providing a pipeline for education programs, and enhancing student experience. The ideal candidate will be a dynamic, results-oriented professional with a proven track record of building and maintaining mutually beneficial relationships within a complex institutional environment.

Key responsibilities include, but are not limited to:

- Develop and implement a comprehensive, multi-year strategy for corporate and non-profit engagement that aligns with the schools academic and research strengths, program offerings, and industry needs.
- Proactively identify, research, and qualify new partnership prospects, focusing on those whose activities, interests, and goals align with the schools mission and strategic objectives.
- Lead the discovery, cultivation, and solicitation of institution-level strategic partners, including developing compelling proposals and negotiating mutually beneficial memoranda of understanding.
- Coordinate with school leadership and centers to identify market opportunities and trends in executive and professional education. Promote the schools programs to relevant organizations regionally, nationally, and globally. Develop and respond to requests for proposals, prepare presentations, and negotiate contracts to support the fiscal soundness and growth of executive and professional education programs.
- Develop a deep understanding of faculty research interests to facilitate outreach and bridge connections between academic expertise and industry needs.
- Manage a portfolio of active corporate, non-profit, and university partners and serve as the primary point of contact to ensure continuous, meaningful engagement.
- Ensure timely and effective stewardship of all strategic partnership agreements and sponsorships, including reporting, impact updates, and fulfillment of commitments.
- Stay abreast of industry trends and economic shifts to identify emerging opportunities for the school. Develop network of peers for competitive intelligence. Communicate industry trends to key stakeholders.

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Learn more:

- Our [benefits](#), where we prioritize your well-being and success to enhance every aspect of your life.
- Being a part of the [University at Buffalo community](#).

University at Buffalo is an affirmative action/equal opportunity employer and, in keeping with our commitment, welcomes all to apply including veterans and individuals with disabilities.

Minimum Qualifications

- Bachelors degree.
- A minimum of 5 years of progressive experience in corporate relations, fundraising, business development, or a related field.
- Demonstrated ability to build, nurture, and maintain relationships with diverse constituencies, from C-level executives to faculty, staff, and students.
- Exceptional written and verbal communication skills, including public speaking and proposal writing.
- Strong organizational, analytical, and problem-solving skills with the ability to manage multiple priorities and projects simultaneously.
- The ability to work independently and as part of a team, demonstrating flexibility and a proactive, customer service-oriented approach.
- Willingness to travel locally and nationally and work flexible hours, including some evenings and weekends. Frequent travel within WNY and across NYS to meet with partners is expected.

Preferred Qualifications

- Masters degree.
- Experience working in a higher education or non-profit setting.

Salary Range

\$115,000 - \$130,000

Special Instructions Summary

Is a background check required for this posting?

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No

Contact Information

Contact's Name: Gwen Appelbaum

Contact's Pronouns:

Contact's Title: Chief of Staff

Contact's Email: gsa@buffalo.edu

Contact's Phone: 716-645-3221

Posting Dates

Posted: 11/21/2025

Deadline for Applicants: 12/21/2025

Date to be filled: 01/12/2026

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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 at Buffalo

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