

JOB POSTING

Director of Partnerships & Development

Who We Are

SaverLife is a national nonprofit and advocacy organization using technology to improve the financial health of people living on low-to-moderate incomes. SaverLife helps our members build financial health and savings through our fintech product, with a personalized experience that includes financial content, savings rewards and incentives, trusted referrals, and access to a supportive online community. Leveraging our fintech product and research findings, we bring our members' voices and priorities into system-level conversations to ensure current and emerging products, programs, and policies support their unique financial health journeys.

About the Role:

SaverLife is seeking a bold, strategic, and entrepreneurial leader to shape and fuel the partnerships, relationships, and fundraising that power our next chapter. We are entering a period of accelerated growth with an ambitious strategy, a strong team, and a rare opportunity to scale impact nationally. This role is central to SaverLife's future.

Reporting to the Executive Vice President, the Director of Partnerships & Development is an experienced, hands-on leader who thrives in a growth-stage, entrepreneurial environment. You will partner closely with the CEO and executive leadership to define and execute a partnership strategy that supports ambitious organizational and impact goals.

This role integrates philanthropic fundraising, enterprise partnerships, and institutional relationships into a single, cohesive development and partnership strategy. You will manage and develop a small, high-performing team while building the systems and relationships needed for long-term, sustainable growth.

What You'll Do:

1. Drive Strategic Partnerships and Revenue Growth

- Design, lead, and operationalize an integrated development strategy that aligns with SaverLife's strategic priorities and impact goals.
- Build and grow a robust portfolio of philanthropic supporters and partnerships, including unions, credit unions, financial institutions, and workforce organizations, tied to ambitious revenue and impact targets.

- Lead the cultivation, negotiation, and closure of multi-year, six- and seven-figure partnerships and investments.
- Identify and pursue new partnership models, white space opportunities, and value propositions that expand SaverLife's reach and sustainability.
- Ensure the development of compelling proposals, tailored pitches, and high-quality reporting that build partner confidence and drive long-term investment.

2. Lead and Represent with Influence

- Serve as an external ambassador for SaverLife — articulating our mission, value proposition, and strategic vision to prospective partners.
- Lead, mentor, and grow a small but mighty team to strengthen internal systems and alignment, ensuring SaverLife invests in the best systems and infrastructure to sustain our growth trajectory.
- Collaborate deeply across functions, including Programs, Member Experience (Product & Marketing), Communications, and Finance — to ensure alignment from strategy through execution.
- Engage senior leaders in partner organizations to cultivate trust, co-create shared agendas, and activate cross-sector collaboration.

3. Board of Directors Engagement & Governance

- Partner closely with the Executive Vice President and CEO to engage and activate the Board of Directors as strategic ambassadors, fundraisers, and thought partners.
- Support planning and execution of impactful board meetings, retreats, and strategic discussions that advance organizational priorities.
- Equip board members with the tools, messaging, and opportunities needed to effectively leverage their networks and champion SaverLife's mission.
- Collaborate on board recruitment and onboarding to strengthen governance, diversity, and strategic expertise.
- Cultivate strong, trust-based relationships with individual board members to maximize their engagement, insights, and contributions.

Who You Are:

- A strategic, entrepreneurial builder with a proven ability to translate vision into execution and sustainable outcomes.



- Comfortable navigating ambiguity and complexity — you create clarity, momentum, and alignment once direction is set.
- A relationship architect — you cultivate trust with senior leaders, partners, and funders across sectors.
- An exceptional communicator and storyteller who inspires investment and unlocks collaboration.
- A disciplined operator with strong systems-thinking, data fluency, and a focus on measurable results.
- Motivated by measurable impact and energized by building partnerships that create durable value for both mission and organization.

What You Bring:

- 8-10 years of progressive leadership in development, strategic partnerships, corporate social responsibility, or related fields.
- Bachelor's degree in Business, Communications, Marketing, Nonprofit Management, or related field, or equivalent experience.
- Demonstrated success in securing significant philanthropic funding and enterprise partnership investments (multiple six- or seven-figure outcomes).
- Experience building or scaling advancement functions and revenue models in growth-stage nonprofits or mission-driven organizations.
- Fluency with CRM systems, pipeline management, revenue forecasting, and performance analytics.
- Experience managing and developing teams and working collaboratively across functions.

Ideally, you will have:

- Experience working with or alongside financial institutions, workforce organizations, or economic mobility-focused partners.
- Subject matter expertise in financial health, economic justice, asset building, or nonprofit technology ecosystems.
- Experience integrating fundraising strategy with product, research, or platform-based organizations.

Working for SaverLife:

At SaverLife, we are committed to a diverse, equitable, and inclusive workplace, and we provide equal employment opportunities for all applicants and employees. All qualified applicants for employment will be considered without regard to race, color, sex, gender identity, gender expression, religion, age, national origin or ancestry, citizenship, physical or mental disability, medical condition, family care status, marital status, domestic partner status, sexual orientation, genetic information, military or veteran



status, or any other basis protected by federal, state, or local laws. If you are unable to submit your application because of incompatible assistive technology or a disability, please contact us at careers@saverlife.org. SaverLife will reasonably accommodate qualified individuals with disabilities to the extent required by applicable law.

SaverLife is a remote-first organization. We are ideally looking for a candidate who lives in the Eastern Standard Time zone and is open to occasional travel as needed. This position is only open to candidates eligible to work in the U.S.

While this is a remote role, we are looking for a candidate who is based in Washington, DC, New York or San Francisco.

What We Offer:

- This is a full-time exempt position with an annual salary of between \$120,000 to \$160,000 depending on experience and geographical location.
- We believe in work-life balance and are committed to keeping the workload aligned with this value. In addition, we offer Flexible Work Schedules and Alternating Flex Fridays off.
- Full individual medical, vision, and dental insurance. SaverLife also covers 50% of health benefits for employee families.
- Life and long-term disability coverage.
- Section 125 Flexible Spending Account (or HSA Account).
- 3 weeks of accrued vacation per year.
- 10 paid sick days per year.
- 11 paid holidays per year.
- \$1,000 per year allocated for professional development.
- SaverLife 401K match of 5% per year.
- \$50 per month internet stipend and up to \$500 to set up your home office.

Our Hiring Process and Timeline:

- If this opportunity sounds perfect for you, please submit a cover letter and resume to <https://saverlife.applytojob.com/apply/F3OxHr9AyE/Director-Partnerships-Development>
- Applications will be screened on a rolling basis.
- Interviews will take place in March and April.
- Finalists will be asked to complete the Predictive Index (PI) Behavioral Assessment prior to the final interview. (Learn more about the [Predictive Index Behavioral Assessments](#).)
- If selected, we would like to have you start as soon as possible.