



Job Title: Strategic Partnerships Lead

About Us:

The American Council of Academic Physical Therapy (ACAPT) is a dynamic and innovative 501c6 trade association committed to delivering high-quality products/services to our customers. Our core purpose is to lead physical therapy in the pursuit of academic excellence. ACAPT's organizational membership includes about 95% of all U.S.-accredited physical therapist programs. We serve and represent the physical therapist educators of these nearly 290 institutions, including:

- faculty
- clinical partners
- academic administrators & leaders

Job Summary:

In this role, you will play a pivotal role in developing and nurturing strategic partnerships that align with our association's goals and objectives. You will be responsible for identifying, negotiating, and managing partnerships that drive revenue, expand our market presence, and enhance our overall strategic positioning. Your strategic acumen, strong interpersonal skills, and ability to think creatively will be essential in this role.

Key Responsibilities:

Identify and Evaluate Opportunities: Conduct market research to identify potential partnership opportunities that align with our strategic goals. Assess the feasibility and potential impact of each opportunity. Adhere to legal and regulatory requirements.

Negotiate Partnerships: Initiate and lead negotiations with potential partners. Develop and maintain relationships with key stakeholders to secure mutually beneficial agreements. Ensure that all partner-related activities align with their brand values and image as well as ACAPT's brand values and mission.

Develop Partnership Strategies: Coordinate and collaborate with executive director, staff, and volunteer leadership to develop comprehensive partnership strategies that outline goals, objectives, timelines, and key performance indicators.

Execute Partnerships: Oversee the implementation of partnership agreements, ensuring that all parties are aligned and committed to the agreed-upon terms. Fulfill all agreed-upon sponsorship deliverables. Monitor the progress of partnerships and make adjustments as needed. Ensure that payment arrangements are followed, and invoices are submitted accurately and on time.

Manage Partner Relationships: Build and maintain strong relationships with partners, serving as the main point of contact for all partnership-related matters. Ensure ongoing communication and collaboration.

Measure and Analyze Performance: Establish and track key performance indicators (KPIs) to measure the success and impact of partnerships. Regularly report on partnership performance to the leadership team.

Stay Informed: Stay up to date with ACAPT's products and services, member needs, industry trends, competitor activities, and emerging technologies that could impact our partnership strategy.

Budget Management: Manage the budget allocated to strategic partnerships, ensuring cost-effectiveness, resource allocation, and a strong return on investment for all parties.

Qualifications:

- Bachelor's degree in business, marketing, or a related field (Master's degree preferred).
- Proven experience in strategic partnerships, business development, or a related role.
- Strong negotiation, communication, and interpersonal skills.
- Excellent analytical and problem-solving abilities.
- Demonstrated ability to think strategically and develop long-term partnerships.
- Results-oriented with a track record of achieving partnership-related goals.
- Knowledge of the physical therapy market is a plus.
- Ability to travel, if required.

Hybrid/Remote:

ACAPT's office is located in Alexandria, Virginia. Space is available for this position should you choose to come into the office to work on occasion. This position may also be fully remote.

Why Join Us:

If you are a strategic thinker with a passion for building successful partnerships and driving business growth, we encourage you to apply for the position of Strategic Partnerships Lead at ACAPT. We are a small but dynamic and collaborative team dedicated to making a difference in academic physical therapy. Together, we can achieve remarkable results and shape the future of our industry.

To apply, please submit your resume and a cover letter outlining your relevant experience and why you are the ideal candidate for this role.

Interests and inquiries may be directed to executivedirector@acapt.org