



## Strategic Marketing Partnerships Associate

**Reports to:** Sr. Director of Marketing

**Employment Status:** Full-Time, Exempt

[Momentous Institute](#) and the [Salesmanship Club of Dallas](#) have been dedicated to strengthening the mental health of children, families, and communities for over a century. Each year, our organization supports individuals through innovative mental health services, our nationally recognized [Momentous School](#), and professional training for educators, doctoral students, and professionals who work with children. Our evidence-based insights extend the impact of our work well beyond those we directly serve, fostering a world of emotionally thriving people reaching their full potential.

Shared Services plays a vital role in supporting the daily operations and collective strategic goals of Momentous Institute, [THE CJ CUP Byron Nelson](#), and Salesmanship Club of Dallas. These departments include Finance/Accounting, Human Resources, Marketing & Communications, Legal, IT, Building Operations, Community Engagement, and Volunteer Services. By managing these shared functions, Shared Services ensures that all lines of business across the collective organization have the resources, services, relationships and infrastructure needed to operate effectively and to achieve its annual goals. . Through expert support and streamlined processes, the Shared Services teams strengthen the foundation that allows our programs and services to thrive.

**Role:** Salesmanship Club of Dallas, in collaboration with THE CJ CUP Byron Nelson and Momentous Institute, is seeking a dynamic Marketing Strategic Partnerships Associate to develop and manage external marketing collaborations and marketing partnerships initiatives, promotional campaigns, and events that elevate our brand locally and nationally to advance our mission and amplify our impact. This role will be central in managing marketing relationships across nonprofit and corporate sectors, ensuring seamless execution of partnership initiatives, campaigns, and events.

### Responsibilities:

The job responsibilities for this position will include, but are not limited to:

- Support the Senior Director of Marketing in identifying, building, and sustaining strategic marketing partnerships across Momentous Institute, THE CJ CUP Byron Nelson, and Salesmanship Club of Dallas.
- Work with the marketing team to develop compelling messaging and deploy campaigns across digital, community, and grassroots channels.
- Manage day-to-day marketing partnership activities, including timelines, deliverables, reporting, and stakeholder expectations.
- Create and deliver presentations and partnership materials that clearly communicate opportunities and impact.
- Collaborate with external contractors, agencies, and vendors to execute marketing strategies for campaigns and initiatives.
- Coordinate with internal teams to ensure alignment and successful implementation of partnership initiatives.
- Track and evaluate partnership outcomes, providing insights and recommendations for growth and improvement.
- Strengthen relationships with nonprofit and for-profit partners to maximize value and ensure long-term collaboration.

### Qualifications:

Bachelor's degree in marketing, communications, business, or related field preferred (or equivalent experience).

- 3–5 years of experience in partnerships, marketing, account management, or related field.

- Proven ability to manage projects with multiple stakeholders, deadlines, and deliverables.
- Strong communication, writing and presentation skills.
- Experience navigating nonprofit and for-profit environments.
- Highly organized, detail-oriented, and proactive in problem-solving.
- Proven ability to think strategically about partnerships and marketing opportunities that expand reach, drive engagement, and amplify organizational mission.

**Ideal Candidate**

- Thrives in a fast-paced environment with competing priorities.
- Understands the nuances of nonprofit missions and corporate partnership objectives.
- Creative, relationship-driven, and motivated by impact.
- Comfortable balancing strategy with hands-on execution.

**Desired personal qualities:**

Integrity, energy, enthusiasm, flexibility, ability to receive feedback, takes initiative, and a sense of humor.

**Physical Demands:**

- Occasionally ascending or descending stairs
- Occasionally moving self in different positions to accomplish tasks in various environments including tight and confined spaces
- Constantly remaining in a stationary position, often standing, or sitting for prolonged periods
- Occasionally adjusting or moving objects up to 15 pounds in all directions
- Occasionally operating motor vehicles
- Occasionally assessing the accuracy, neatness and thoroughness of the work assigned

**Interested:**

Applications are currently being accepted, and the position will remain open until filled. Candidates from diverse backgrounds are encouraged to apply. Please send letter of interest and resume to:

[marketing@salesmanshipclub.org](mailto:marketing@salesmanshipclub.org)

Momentous Institute/Salesmanship Club of Dallas maintains a policy of non-discrimination for all employees and applicants in every facet of the organization's operations. Momentous Institute/Salesmanship Club of Dallas hires, trains, and promotes all qualified employees without discrimination based on race, color, sex, religion, national origin, age, military status, disability, genetic information, gender identity, or sexual orientation.

All employment offers are contingent upon successful completion of a criminal background investigation, including a check of the National Sex Offender Registry.

**Policy Statement**

**No form of abuse will be tolerated, and confirmed abuse will result in immediate termination. Momentous Institute/Salesmanship Club of Dallas will fully cooperate with authorities if allegations of abuse are made requiring investigation.**