

Job Title: Director of Partnerships

Location: Texas (Fort Worth preferred)

Organization: Fort Worth Community Land Trust

Reports To: Executive Director

Employment Type: Full-Time, Exempt

Salary: \$100,000-\$110,000

Organization Description:

The mission of the Fort Worth Community Land Trust (CLT) is to create, steward and preserve a permanent supply of quality attainable homes in multiple neighborhoods across the city to ensure that Fort Worth neighborhoods are diverse and inclusive.

The CLT's primary focus will be to provide homeownership opportunities for low-income households and, secondarily, to provide rental housing opportunities, steward non-residential community assets, and serve a higher income level to ensure neighborhood diversity.

The Fort Worth CLT is a community driven model that utilizes ground leasing, pre-determined resale restrictions, and shared equity to keep homes permanently attainable. The Fort Worth Community Land Trust will oversee critical tasks such as marketing, homebuyer selection, attainable pricing, and ongoing stewardship to ensure the long-term success and compliance of CLT homeowners for its growing portfolio.

Position Overview:

The Director of Partnerships is a strategic leadership role responsible for developing and managing relationships with key stakeholders, including government agencies, nonprofit organizations, private sector partners, and community members. The Director of Partnerships will play a critical role in expanding the reach and impact of the Fort Worth CLT, securing resources, and building relationships that support the organization's mission to create and preserve affordable housing through community ownership.

Key Responsibilities:

1. Partner Development:

- Develop and implement a comprehensive partnership strategy to support the growth and sustainability of the CLT's programs and initiatives.

- Build relationships with property owners, developers and community-based organizations, including one-on-one meetings, educational briefings, broad marketing/media campaigns.
- Design and facilitate programming to increase knowledge, connections, and access to resources among development partners.
- Work with partners to provide technical assistance to support developers in securing financing and initial construction activities (i.e. project design and planning, site preparation and infrastructure development, and building/renovation)
- Negotiate partnership agreements, memorandums of understanding (MOUs), and contracts with key stakeholders.

2. Property and Asset Management:

- Analyze real estate and demographic data across Fort Worth for the purpose of identifying prospective locations for CLT activity
- Perform budget analysis on existing and future projects to identify future opportunities for funding
- Oversee the long-term stewardship of CLT properties, ensuring they are maintained in accordance with organizational standards.
- Manage property inspections, maintenance schedules, and coordinate with contractors and vendors as needed.
- Develop and maintain a property management database, tracking the condition, repairs, and other relevant information for each property.

3. Advocacy and Policy Engagement:

- Represent Fort Worth CLT in local and state policy discussions related to affordable housing, land use, and community development.
- Work with advocacy groups, coalitions, and government officials to advance policies that support the CLT model and affordable housing initiatives.
- Participate in public forums, conferences, and meetings to promote the organization's mission and build awareness of its impact.

4. Community and Stakeholder Engagement:

- Engage with community leaders, residents, and other stakeholders to understand their needs and priorities, ensuring that partnerships align with the community's interests.
- Organize and facilitate meetings, workshops, and events to foster collaboration and build relationships among partners and stakeholders.
- Act as a liaison between the CLT and the broader community, ensuring transparent communication and fostering trust.

5. Strategic Planning and Organizational Leadership:

- Contribute to the organization's strategic plan development, focusing on partnership and resource development.
- Provide leadership and direction to the partnership team, if applicable, including mentoring and professional development.
- Collaborate with other members of the senior leadership team to align partnership efforts with the organization's goals and mission.

Qualifications:

- **Education:** Bachelor's degree in nonprofit management, public administration, business, urban planning, or a related field; Master's degree preferred.
- **Experience:**
 - Minimum of 5-7 years of experience in partnership development, technical assistance, affordable housing, or related roles, preferably in the nonprofit or community development sector.
 - Proven track record of building successful partnerships with diverse stakeholders.
 - Experience in affordable housing, community development, or land trust organizations is preferred.
 - Real estate, property development, and/or construction project management experience is highly desirable.
 - Bilingual in English and Spanish preferred
- **Skills:**
 - Exceptional interpersonal and communication skills, with the ability to build and maintain relationships with a wide range of partners.
 - Strong understanding of the nonprofit sector, public policy, and the funding landscape in Texas.
 - Strategic thinking and problem-solving abilities, with a focus on achieving long-term organizational goals.
 - Ability to manage multiple projects and deadlines in a fast-paced environment.
 - Proficiency in securing project funding, contract negotiation, and public speaking.

Working Conditions:

- The position may require occasional evening and weekend work and travel within Texas.
- Must have a valid driver's license and reliable transportation.
- The Director of Partnerships may need to perform site visits, attend community meetings, and represent the organization at events.

Application Process:

Interested candidates should submit a resume and cover letter to becky@fortworthclt.org with "Director of Partnerships Application" in the subject line. Applications will be reviewed on a rolling basis until the position is filled.