



**Director of Strategic Partnerships
Office of Mayor Daniel Lurie**

City and County of San Francisco

Director of Strategic Partnerships, Office of San Francisco Mayor Daniel Lurie

Department: Office of the Mayor

Title: Director of Strategic Partnerships

Reports To: Chief of Staff to Mayor Daniel Lurie

Employment Status: Full-time

Location: San Francisco City Hall (In-Person Role)

Classification: 0903

Pay Scale: \$154,024.00 - \$196,586.00

Appointment Status: Permanent Exempt

Description

The Office of Mayor Daniel Lurie seeks a visionary and results-driven Director of Strategic Partnerships to lead and coordinate citywide efforts to forge, strengthen, and manage public-private partnerships on behalf of the City and County of San Francisco. The Director of Strategic Partnerships is responsible for bringing together philanthropic organizations, community based organizations, and businesses to develop partnerships that advance innovation and build solutions to improve the lives of all San Franciscans, with a focus on three priority areas: 1) addressing housing and homelessness, 2) supporting economic revitalization, and 3) improving government effectiveness. Mayor Lurie recently launched his first major philanthropic partnership, the Breaking the Cycle Fund, which will leverage \$37.5 million in private funding to rapidly and nimbly address the City's homelessness, mental health, and addiction crises. Other emerging efforts focused on economic development include the Partnership for San Francisco and the San Francisco Downtown Development Corporation. The Director will work across city departments and with external partners to align resources, mobilize innovation, and accelerate progress on these core challenges.

This position is a full-time role within the Mayor's Office and may be supported in part by philanthropic funding granted to the City to advance strategic partnership initiatives. The role is governed by all applicable City and State ethics and employment rules, and any private support is administered in alignment with the City's established grant and financial management practices.

Key Responsibilities:

- Develop and execute a strategic framework for public-private partnerships that supports the Mayor's priority areas.
- Deliver and advance coordination of existing partnerships and lead development of new partnerships.
- Design, negotiate, and oversee partnership agreements to ensure clear objectives, roles, accountability, and outcomes.
- Collaborate with city departments to align partnerships with programmatic needs and ensure effective implementation.

- Track, measure, and communicate the impact of partnership initiatives, providing regular updates to the Chief of Staff and Mayor.
- Institutionalize a culture of partnership in San Francisco by leveraging partnership impact and storytelling through various mediums of communication (i.e. partnership announcements, press opportunities, annual impact report, and more).
- Cultivate and steward relationships with a diverse range of external partners, including corporations, foundations, nonprofits, and philanthropic leaders.
- Represent the Mayor's Office in cross-sector convenings and public events, elevating the city's partnership agenda and building broad-based support.
- Support fundraising, grant development, and philanthropic engagement aligned with citywide priorities, within the local and state rules and laws.
- Support and advise the Mayor in coordination with the City Attorney's Office to adhere to City and state regulations related to behested payments, fundraising, and general philanthropic coordination.
- Stay informed of emerging trends, best practices, and innovations in cross-sector collaboration.
- Work in-person at San Francisco City Hall five days per week. Some weekend and after-hours work will be required on an as-needed basis.

Minimum Qualifications:

These minimum qualifications are to be used as a guide for establishing the education, training, experience, and special skills that may be required for employment.

- Ten (10) years of full-time relevant experience in public-private partnerships, strategic relationship management, philanthropy, or related work.
- Possession of a Bachelor's degree from an accredited college or university, preferably in public policy, public administration, business, nonprofit management, or a related field.
- Knowledge of partnership coordination between the public and private sectors, including relevant local and state laws and regulations.
- Ability to coordinate closely with a range of individuals, in close connection with philanthropic funders, in order to develop and execute a vision for collective action.
- Experience building, leading, and working within a collaborative organizational structure and fast-paced environment.
- Ability to navigate complex political and organizational environments with discretion and tact.
- Ability to think strategically with strong project management and problem-solving capabilities.
- Skilled spokesperson who is able to learn material quickly and represent a diverse group of stakeholders while presenting a cohesive and compelling message.
- Deep commitment to equity, innovation, and improving outcomes for residents of San Francisco.
- Strong understanding of Mayor Lurie's key priorities and initiatives.

Desirable Qualifications:

The stated desirable qualifications listed below may be used to identify job finalists at the end of the selection process when candidates are referred for hiring.

- Possession of a graduate degree (Master's degree or higher) from an accredited college or university.
- Demonstrated success in building and managing high-impact partnerships across sectors.
- Knowledge of the philanthropic community and ecosystem in San Francisco, preferably with experience working either within or in direct connection with philanthropic funders.

Compensation and Benefits:

The City and County of San Francisco ('City') offers a competitive salary and benefits program. The annual salary range for this position is between **\$154,024.00 - \$196,586.00**. The salary is dependent upon the qualifications and experience of the selected candidate.

The City offers flexible benefit plans with pre-tax elections that include: medical and dental insurance; the San Francisco Employee Retirement System (mySFERS.org); deferred compensation plan; long-term disability plan; life insurance; 12 paid holidays per year; 5 floating holidays; and 10 to 20 vacation days per year depending on years of service. Please follow this link to review a summary of benefits available for this position: [Your employee benefits | City and County of San Francisco](#).