

# Manager of Corporate Partnerships

Arrupe Jesuit High School

FLSA Status:  
Exempt

Reports to:  
Director of CWSP

Location:  
Denver, CO

Compensation:  
\$80,000 - \$110,000

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## About Arrupe

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Arrupe Jesuit High School is a Catholic, college preparatory school offering students with limited economic resources a premier educational experience through rigorous academics, formation in faith and discernment, and a unique work-study program – fostering community, opportunity leadership, and personal growth. Our goal is to empower graduates who will continue their education and return as leaders in their communities.

Corporate Work Study is central to Arrupe's model. Through this program, highly motivated Arrupe students work in professional settings, contribute meaningfully to their teams, and develop the skills, confidence, and networks that support their growth. Employer partners make both a financial and supervisory commitment to the program, gaining reliable, capable team members who help meet real business needs while investing in the development of young talent.

## About the Role

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Arrupe Jesuit High School seeks a mission driven, relationship-centered professional to expand our Corporate Work Study Program by securing new paid employer partnerships across the Denver business community.

In this outward-facing role, you will build relationships with business leaders, open doors to new companies, and successfully invite organizations to enter into a paid partnership with Arrupe. This work requires initiative, persistence, and the ability to clearly and compellingly communicate the value of our students and our model.

While you will steward a small portfolio of current partners, the primary focus of this position is securing new paid employer partnerships and growing Arrupe's placement capacity. In addition, this role is an active member of the Corporate Work Study team and school community, contributing to internal collaboration, planning, and mission-driven initiatives.

## Corporate Partnership Development (70%)

- Secure new paid employer partnerships through a clearly articulated outreach strategy, including monthly updates.
- Research and qualify prospective companies aligned with Arrupe Jesuit's mission and placement model.
- Build and maintain a disciplined prospect pipeline through outreach, referrals, board networks, alumni connections, and community engagement.
- Initiate and lead executive-level conversations with decision-makers.
- Guide prospective partners from initial engagement through signed Corporate Work Study agreements.
- Clearly articulate the business value of the Corporate Work Study Program and the program's transformative impact on students.
- Represent Arrupe at networking events and professional gatherings to expand visibility and generate new opportunities.
- Maintain accurate CRM records (Salesforce) and provide regular pipeline reporting.

## Partnership Management & Stewardship (20%)

- Serve as relationship manager for a select portfolio of employer partners.
- Ensure newly secured partners are well onboarded and positioned for long-term success.
- Monitor first-year satisfaction and retention of newly secured companies.
- Maintain consistent communication with supervisors to ensure employer satisfaction and to promote strong student experiences.
- Identify opportunities to expand placements within aligned existing partners.

## Team & School Engagement (10%)

- Contribute actively to the Corporate Work Study team's planning and growth strategy.
- Collaborate with Marketing, Advancement, and school leadership to align outreach and messaging.
- Participate in internal meetings, school events, and mission-centered initiatives as appropriate.
- Support broader school engagement efforts that strengthen Arrupe's visibility and community presence.

## What Success Looks Like

- Secure and onboard 10–15 new employer partners annually, generating 30–40 new student placements and directly contributing to CWSP's annual placement and revenue goals (expected contribution of between \$400,000 and \$600,000 annually).
- Maintain an active pipeline of prospective companies capable of entering into paid partnerships.
- Build trusted relationships with executive decision-makers that result in signed partnership agreements.
- Demonstrate ownership of growth goals while contributing positively to the broader Corporate Work Study team.

## Candidate Requirements

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### Qualified candidates will demonstrate:

- Proven experience securing new institutional partnerships or revenue-generating relationships through outbound engagement.
- Comfort in initiating conversations with senior leaders and guiding those conversations toward a financial commitment.
- Ability to communicate a mission-driven value proposition in clear, business-relevant terms.
- Discipline in managing a prospect pipeline, tracking activity, and following through consistently.
- Familiarity with professional networking and prospecting tools, including LinkedIn, to identify prospects and research decision-makers.
- Sound judgment in evaluating organizational alignment and long-term partnership fit.
- Excellent written and verbal communication skills.
- High degree of self-direction, organization, and resilience.

### Preferred qualifications include:

- Experience in corporate partnerships, institutional advancement, CSR, workforce development, or relationship-centered business development.
- An established professional network within the Denver business community.
- Experience with LinkedIn Sales Navigator for advanced prospecting and outreach.
- Familiarity with CRM systems such as Salesforce.
- Comfort with social media platforms and basic digital communication tools to support outreach and professional visibility.

## Contact Us

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To apply, please submit your resume and cover letter to [ccookinham@arrupemail.org](mailto:ccookinham@arrupemail.org) and [mohagan@arrupemail.org](mailto:mohagan@arrupemail.org). You may also apply to the open position listed on [www.arrupehiring.com](http://www.arrupehiring.com).

*Candidates should be committed to Arrupe Jesuit's mission of expanding access to opportunity for students with limited economic resources. [Arrupe Jesuit's Mission](#)*