



AVP, US Corporate Partnerships

Operation Smile

Remote – United States

The Organization

Operation Smile is a global nonprofit transforming access to safe surgery and comprehensive care for children and communities worldwide. Working alongside ministries of health, healthcare providers, academic institutions and local partners, we strengthen health systems through clinical expertise, workforce training, research and innovation, supported by our dedicated staff, medical and student volunteers, and generous donors.

Since 1982, we have helped millions of patients access life-changing cleft surgery and multidisciplinary care, enabling them to breathe, eat, speak and thrive. Today, our work goes far beyond surgery, building stronger local healthcare systems, developing the next generation of healthcare professionals, and expanding access to safe, high-quality surgical care so that more people can receive the treatment they need, closer to home.

The Position

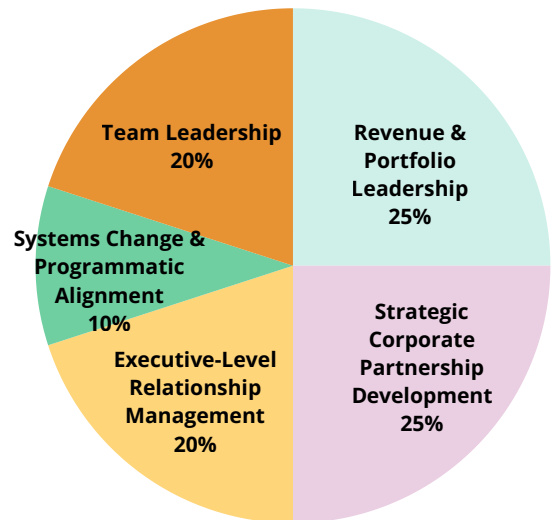
The Assistant Vice President (AVP), US Corporate Partnerships is a senior leadership role responsible for setting and executing the enterprise strategy for US corporate partnerships, and for leading the US Corporate Partnerships function to deliver sustained, multi-year revenue and systems-level impact across Operation Smile.

While the role includes direct relationship responsibilities, the primary remit of the AVP is strategic leadership — designing the growth model, building organizational capability, and ensuring consistent delivery of multi-year revenue objectives. The postholder will own a portfolio of strategic corporate partnerships and be accountable for overall US corporate revenue, forecasting accuracy, and budgetary outcomes, leading cultivation, solicitation, and stewardship strategies for six- and seven-figure relationships.

This role advances Operation Smile's mission by securing transformational investments that strengthen health systems and expand access to safe surgery globally, and by building the team and systems to sustain that work. The position is fully remote within the United States and requires up to 25% travel, both domestic and international.

Revenue & Portfolio Leadership

- Set and own the US corporate partnerships revenue strategy, with accountability for delivery of the channel's revenue targets and related budget and P&L
- Hold full accountability for a strategic partner portfolio, including top-tier enterprise accounts, driving retention, expansion, and multi-year commitments that meet defined revenue and impact targets
- Own multi-year revenue modeling, scenario planning, and forecasting accuracy; use data and KPIs to inform strategy and report to senior leadership and the Board as required



Strategic Corporate Partnership Development

- Lead the development and execution of an enterprise-level US corporate partnerships strategy that aligns with global fundraising, programmatic priorities, and country-led strategies
- Build and sustain a robust, multi-segment prospect and stewardship pipeline across key industries, prioritizing enterprise and strategic accounts
- Secure and retain multi-year, six- and seven-figure investments, including blended-value and strategic partnerships, structured for measurable programmatic impact and sustainability

Executive-Level Relationship Management

- Build and steward relationships with CSR and social impact executives, corporate foundation leaders, and C-suite stakeholders, operating at an executive level to influence corporate strategy and investment decisions
- Act as a senior external representative for Operation Smile at industry convenings, peer networks, and meetings with corporate Boards and C-suite leaders
- Facilitate executive engagement opportunities that advance strategic partnerships, including site visits and global field experiences, ensuring senior leadership engagement aligns to partnership objectives

Systems Change & Programmatic Alignment

- Ensure partnerships contribute to strengthening local health systems and surgical workforce capacity
- Align corporate investments with government-owned health strategies and country-led priorities
- Collaborate cross-functionally with Programs, Marketing, Finance, and Global Operations to ensure impact and visibility

Team Leadership

- Lead and be accountable for the US Corporate Partnerships function, with direct supervision of two Directors of Corporate Development and Partnerships
- Own hiring, talent development, performance management, succession planning, and resource allocation for the function
- Foster a high-performance culture focused on accountability, innovation, and measurable results; coach and develop senior leaders to operate at enterprise scale

THE IDEAL CANDIDATE

The ideal candidate for the AVP, US Corporate Partnerships position brings the following competencies:

Builds Networks	Drives Engagement	Balances Stakeholders
Effectively building formal and informal relationship networks inside and outside the organization.	Creating a climate where people are motivated to do their best to help the organization achieve its objectives.	Anticipating and balancing the needs of multiple stakeholders in a diplomatic fashion.
Action Oriented	Stakeholder Focus	Interpersonal Savvy
Taking on new opportunities and tough challenges with a sense of urgency, high energy, and enthusiasm.	Building strong stakeholder relationships and delivering targeted solutions.	Relating openly and comfortably with diverse groups of people.

Additional Qualifications

- 10+ years of progressive experience in corporate partnerships, strategic business development, or global health fundraising, with significant leadership responsibility
- Proven track record of leading teams and securing and retaining enterprise, multi-year, six- and seven-figure partnerships, including negotiation of complex agreements
- Experience owning revenue and budget accountability for a business unit or channel, with a demonstrated ability to deliver year-over-year growth
- Strong understanding of US corporate ESG, CSR, and philanthropic trends, and the ability to translate corporate strategy into partnership models
- Proven ability to engage and influence C-suite and Board-level stakeholders, and to operate successfully in a matrixed, global organization
- Experience in global health, international development, or systems-change initiatives preferred
- Willingness to travel domestically and internationally, up to 25%

Education

- Bachelor's degree required; advanced degree (MBA, MPA, or similar) strongly preferred
- An equivalent combination of education and significant, relevant leadership experience in corporate partnerships, fundraising, or business development will be considered

WHO WE ARE

Work Environment

Operation Smile is a globally connected organization with flexible work arrangements that fit your lifestyle, including remote, on-site, and hybrid options. This position is fully remote within the United States, with up to 25% domestic and international travel. You'll work cross-functionally with colleagues across Programs, Marketing, Finance, and Global Operations, and alongside local governments, nonprofits, and health systems around the world — with opportunities to see the impact of your work firsthand through international medical trips, community outreach, and global health initiatives.

COMPENSATION AND BENEFITS

Salary

Operation Smile is committed to pay transparency. The anticipated salary range for this position is \$113,600 to \$135,000, which may vary slightly based on a candidate's experience, qualifications, and geographic location.

Benefits

- 401(k) plan featuring Safe Harbor and employer matching
- Comprehensive health, pharmacy, dental, and vision coverage for employees and their families
- 100% paid premiums for life and AD&D insurance
- Flexible time off plus company-paid holidays
- Flexible work arrangements, including remote, on-site, and hybrid options

In addition, you'll enjoy:

- Meaningful work that transforms lives, providing essential medical care to children and contributing to global health and well-being
- Opportunities to participate in international medical trips, community outreach, and global health initiatives
- A mission-driven, globally connected team working alongside local health systems and partners in more than 30 countries

HOW TO APPLY

A cover letter is required with your application. We encourage candidates of all backgrounds to apply, even if you do not meet every qualification outlined above.

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[Submit an application](#)