

## Corporate Strategy Officer

Working at Yale means contributing to a better tomorrow. Whether you are a current resident of our New Haven-based community- eligible for opportunities through the New Haven Hiring Initiative or a newcomer, interested in exploring all that Yale has to offer, your talents and contributions are welcome. Discover your opportunities at Yale!

### Salary Range

0.00 - 0.00

### Overview

The Corporate Strategy Officer is a key member of the Corporate Strategy & Engagement team whose focus is to distinguish Yale as a leading institution for corporate collaborations. Reporting to the University Director for Corporate Strategy & Engagement under the Yale Ventures umbrella, the successful candidate will manage and lead a portfolio of corporate prospects with the intent of building mutually beneficial relationships with Yale and exploring potential collaboration and financial support for the University. This position plans and executes strategic activities in order to increase major corporate support for Yale priorities, and works to ensure that corporate approaches, from identification to cultivation to solicitation to negotiation through stewardship, are highly strategic and coordinated. The Corporate Strategy Officer meets regularly with department chairs, research group leaders, and program leaders to stay informed of current institutional priorities. The successful candidate will analyze these priorities and corporate needs to form strategies to integrate corporate partners. This position organizes and convenes appropriate workshops for faculty and staff on industry trends, corporate strategies, and academic/industry engagement models in collaboration with colleagues in Yale Development, Yale Schools & Units, Sponsored Programs, and Yale Ventures Innovation and Business Development and Licensing. This position creates signature experiences to welcome global executives and scientists to campus and develops communication and reporting strategies that promote a seamless enterprise across multiple academic and administrative teams across campus. The successful candidate will leverage best-in-class models and policies that contribute to effective industry-focused research administration processes. A collaborative work style is essential. The successful candidate will demonstrate flexibility in adapting to shifting institutional

priorities and a tolerance for ambiguity. Please note that the Principal Responsibilities are generic and may include information that is not pertinent to this specific position.

#### Required Skills and Abilities

1. Excellent interpersonal skills and ability to relate to corporations' culture and priorities and well-developed communication skills, professionalism, maturity, and good judgement. Demonstrated experience making presentations to individuals and organizations and writing proposals suitable for a corporate audience.
2. Deep understanding of research in academic and/or industry settings and knowledge of university organization and academic administrative policies and procedures. Ability to gain confidence and work regularly and effectively with academic and administrative colleagues and faculty. Ability to maintain strict confidentiality.
3. Ability to facilitate team efforts in meeting deadlines and goals; ability to build relationships with diverse constituents to achieve desired outcomes.
4. Experience applying various techniques and methodologies that support corporate relationship building, including prospect identification and qualification as well as cultivation, solicitation, and stewardship.
5. Commitment to an inclusive workplace. Ability to engage with diverse audiences (age, gender, nationality, race/ethnicity, profession, sexual orientation, etc.).

#### Preferred Education, Experience and Skills

Ph.D. or Master's degree in business administration, public relations, engineering, science, or related field. Six plus years' experience in higher education corporate relations, technology transfer, or technical industry related field. Title will be commensurate with education and experience.

## Principal Responsibilities

1. Develops cultivation and solicitation strategies for new and previously identified corporate prospects. 2. Build productive relationships with faculty and other University staff to successfully identify opportunities for corporate support for institutional priorities. 3. Identifies, cultivates, and maintains long-term relationships with local and national corporations. 4. Plans and implements all necessary activities concerning identified prospects. Ensures effective and efficient use of administrator and faculty time. 5. Establishes working relationships with development colleagues and other University offices. Understands the roles and responsibilities of their offices and coordinates the activities of the different offices to facilitate the establishment of relationships with corporations. 6. Responsible for documents such as budgets, scientific work plans, research proposals and term sheets, ensuring that the documents align with the policies and procedures set by the University. 8. Travels to meet prospects for the purpose of effective, coordinated, and efficient cultivation, solicitation and stewardship. 9. Monitors and evaluates progress toward goals, provides statistical reports, on an ongoing basis and as requested, and suggests appropriate research for individuals, groups, and corporation prospects. Prepares acknowledgments for all support received. 10. May perform other duties as assigned.

## Required Education and Experience

Bachelor's Degree in related field and a minimum of 10 years of experience or an equivalent combination of education and experience.

## Job Posting Date

02/04/2026

## Job Category

Professional

## Bargaining Unit

NON

Compensation Grade

Administration & Operations

Compensation Grade Profile

Senior Manager; Senior Program Leader (00)

Time Type

Full time

Duration Type

Staff

Work Model

Hybrid

Location

157 Church Street, New Haven, Connecticut

Background Check Requirements

All candidates for employment will be subject to pre-employment background screening for this position, which may include motor vehicle, DOT certification, drug testing and credit checks based on the position description and job requirements. All offers are contingent upon the successful completion of the background check. For additional information on the background check requirements and process visit "Learn about background checks" under the Applicant Support Resources section of Careers on the It's Your Yale website.

## Health Requirements

Certain positions have associated health requirements based on specific job responsibilities. These may include vaccinations, tests, or examinations, as required by law, regulation, or university policy.

## Posting Disclaimer

Salary offers are determined by a candidate's qualifications, experience, skills, and education in relation to the position requirements, along with the role's grade profile and current internal and external market conditions.

The intent of this job description is to provide a representative summary of the essential functions that will be required of the position and should not be construed as a declaration of specific duties and responsibilities of the position. Employees will be assigned specific job-related duties through their hiring department.

The University is committed to basing judgments concerning the admission, education, and employment of individuals upon their qualifications and abilities and seeks to attract to its faculty, staff, and student body qualified persons from a broad range of backgrounds and perspectives. In accordance with this policy and as delineated by federal and Connecticut law, Yale does not discriminate in admissions, educational programs, or employment against any individual on account of that individual's sex, sexual orientation, gender identity or expression, race, color, national or ethnic origin, religion, age, disability, status as a special disabled veteran, veteran of the Vietnam era or other covered veteran.

Inquiries concerning <https://your.yale.edu/policies-procedures/policies/9000-yale-university-policy-against-discrimination-and-harassment> may be referred to the Office of Institutional Equity and Accessibility (OIEA).

## Note

Yale University is a tobacco-free campus.

To apply, visit <https://apptrkr.com/6926919>

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