



Idaho Association for the
Education of Young Children

Position Title: Director of Corporate Relations

Reports to: Director of Strategic Initiatives

Status: Full-Time, Hybrid (based in Boise, Idaho)

Salary: \$101,000 (Negotiable) + Excellent Benefits Package

Strategic Context

Idaho AEYC is building a statewide **public-private partnership model** to improve outcomes for children and families by strengthening Idaho's early learning infrastructure. This model prioritizes **shared services**, sustainable systems, and community-driven innovation through local **Early Learning Collaboratives (ELCs)**. Idaho AEYC partners with employers, community organizations, and policymakers to co-create solutions that improve access to high-quality, affordable early care and education while supporting the needs of the modern workforce.

The **Director of Corporate Relations** will be a key leader in advancing this strategy—by cultivating partnerships with the business community, aligning outreach and communications efforts, and unlocking new funding and collaboration opportunities to sustain and grow Idaho AEYC's impact.

Position Summary

Idaho AEYC is seeking a visionary and relationship-driven **Director of Corporate Relations** to lead the organization's engagement with the business community and oversee its external communications strategy. This newly created position will play a critical role in advancing Idaho AEYC's primary strategic priority—**Business Engagement & Sustainability**—by cultivating high-impact partnerships with Idaho-based and regional employers, leading communications efforts that elevate early childhood education as a workforce and economic priority, and unlocking new streams of support to sustain and grow our mission.

This is not a traditional development role. We are seeking a leader who sees the untapped potential of Idaho's business community to shape family-friendly systems—and who can bridge employer needs with early learning solutions that benefit children, families, and the state's economy.



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Position Responsibilities

Corporate & Employer Engagement

- Develop and lead Idaho AEYC's strategy to engage employers and business leaders as champions and investors in early childhood education.
- Cultivate partnerships with Idaho-based companies and regional/national employers doing business in Idaho.
- Design and propose partnership models—including sponsorships, programmatic investments, and collaborative projects—that align with Idaho AEYC's mission and employer goals.
- Build and manage a portfolio of business relationships that can generate sustainable revenue for the organization over time.
- Work cross-functionally with program teams to connect employers with existing initiatives (ELCs, Idaho School Readiness Project, Full-Service Community Schools Grant, READY!, Shared Services Model, etc.).

Strategic Communications

- Direct Idaho AEYC's external communications strategy with an emphasis on outreach to the business sector.
- Supervise and support the communications team to execute branding, marketing, and media efforts aligned with organizational priorities.
- Serve as the internal point leader for message development, thought leadership, and public-facing materials.
- Ensure consistency and alignment across digital platforms, campaigns, and stakeholder communications.

Fundraising & Sustainability

- Lead identification of employer-related fundraising opportunities, including sponsorships, philanthropic giving, and in-kind partnerships.
- Collaborate with the internal grants team to connect employer engagement with corporate foundations.
- Support the tracking of partnership impact and return on investment for long-term planning and sustainability reporting.

Policy & Systems Change

- Broker business participation in policy advocacy efforts when appropriate, especially around family-friendly workplace policies and public-private solutions to child care access.
- Support the development of employer-facing resources, toolkits, and case studies on successful child care models and internal policy change.



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Organizational Leadership

- Serve as a member of the senior leadership team, contributing to strategic planning, organizational growth, and long-term vision.
- Represent Idaho AEYC in public forums, business coalitions, and cross-sector events as needed.
- Foster a culture of excellence, alignment, and collaborative impact across teams.

Required Qualifications

- Bachelor's degree in business, communications, marketing, public policy, education, or a related field.
- Experience in business development, external relations, public affairs, or strategic communications.
- Demonstrated success in building partnerships with the private sector.
- Exceptional communication, relationship-building, and public speaking skills.
- Proven experience managing teams and cross-functional projects.

Preferred Qualifications

- Master's degree in a related field.
- Familiarity with early childhood education systems, workforce issues, or community engagement in Idaho or similar contexts.
- Experience working in or with nonprofit organizations.
- Understanding of corporate social responsibility (CSR), environmental, social, and governance (ESG) principles, or employer-driven family support initiatives.

Work Environment & Conditions

- Hybrid work environment based in Boise, Idaho.
- Occasional in-state and out-of-state travel required.
- Flexibility for occasional evening and weekend engagements.

Equal Employment Opportunity (EEO) Statement

Idaho AEYC is an equal opportunity employer. We are committed to building a team that reflects the diverse communities we serve. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, gender identity, age, veteran status, disability status, or any other protected classification.